

The Journal

Thursday, November 9, 1995

50 cents (Tax included)

No. 10

Neighbors decry tree removal

By Dawn Frasier

EL CERRITO — It's happened again. A new owner just doesn't agree with his neighbors what is precious and should be preserved. Many neighbors highly valued the native shrubs that had filled the property at 5819 Lassen Street for years, the new owner has already nearly all the plantings. Helens have a part in the story. Kozoriz lives next door. She compares the loss to a loss that upset a number of residents, particularly those who live on or near Lassen Street. The cutting of a black walnut tree that the city itself, residents of Albemarle and black armbands around the other street on Lassen Street, someone has painted "rape" to describe at least one person's view. The changes the new property owner has made in building a new two-story residence.

See TREES, page 16



Shrubs and trees (top) were removed (above) to make way for a new housing development on Lassen Street in El Cerrito.

County mayors address dog, library concerns

By Dawn Frasier

EL CERRITO — A new issue has the El Cerrito Mayors Conference asking questions. The mayors want to know if dogs released from the county pound are being given rabies shots. The cost for such a preventative measure seems to be nominal. The county asked the county for a meeting at their January meeting. The City Councilmember Jane Bartke said she would be at the meeting. She said the meeting was held by Lafayette Mayor,

Gayle Uilkema, who was bitten by a pit bull adopted from the county pound. The dog had not received a rabies shot; Uilkema had to undergo treatment. "She's been researching different areas and has found that most counties don't let dogs out of the pound without a rabies shot," said Bartke. "Some do, but there are differences. San Francisco does let dogs go without the shots, but they have the staff available to follow up on the dogs, and they levy big fines when the shots haven't been given." Bartke believes the mayors were not

convinced by a report from a pound representative at their Nov. 2 meeting. "It seems that the cost of running these animals down is more than just giving them the shot before they leave," she said. The mayors were also told that the state's estimate of a \$4 cost per shot may be too low and that rabies shots must be administered by a veterinarian. "They do have a vet there," she said. "We want to know why the dogs aren't getting the shots — what the costs are to give the shots vs. sending someone out

to follow up. We think this is an issue that should be addressed."

Library services

The conference also discussed another issue of concern to many cities: the future of library services. "The library never goes away," said Bartke. Now the mayors, city managers, county supervisors and an ad hoc committee set up by the supervisors have come to a consensus on the next step to take, she said.

See MAYORS, page 31



Mapping the future

Manager for the Buchanan Street Bay Trail project, Anne Moore, outlined trail issues with the Buchanan Street Bay Trail project. Citizens for East Shore State Park and a group of the Albany site Saturday, Nov. 11 at 9 a.m. at the end of Buchanan Street. The group is invited.

Council votes for tax hikes

By Brian Caulfield

ALBANY — The Albany City Council voted unanimously Monday night to ask Albany city staff to draft a series of tax hikes. The council also voted to immediately cut city spending on materials and training by 10 percent. The spending cuts and proposed tax increases are part of an effort to reduce the use of reserve funds to balance the city's budget.

As a result of the vote, in the next few weeks the council will vote on proposals to:

- Raise the utility user's tax from 7 percent to 7.5 percent for two years;
- Raise the property transfer tax to \$10 from \$8.50 per \$1,000 in assessed value;
- Ask the Alameda County Board of supervisors to raise the Emergency Medical Services Assessment, which the county collects for the city, from \$28.05 to \$30.85 next year.

The proposed tax increases were part of a larger package proposed by Albany City Administrator Daren Fields, and will generate \$213,000 in new revenue and savings.

The council also voted to immediately reduce spending on materials and supplies, and training, by 10 percent over the next two years.

But the council rejected a proposal to tax business rental units at the same rate as residential rental units.

The proposal also sets medium-term and long-term

See BUDGET, page 16

Campaigners object to sign removals

By Dawn Frasier

EL CERRITO — A new city employee spent the last two weeks of October removing illegally placed campaign signs from residential areas of El Cerrito. Though 78 signs belonging to City Council and school district candidates from El Cerrito and Richmond were removed, only the Thom Stark Campaign Committee has demanded an apology from the city.

In a press release dated last Friday, Nov. 3, the committee announced that "all 14 missing campaign signs for challenger Thom Stark were found today at the city corporation yard on Schmidt Lane."

"Jim McKissock, campaign co-worker in charge of sign development and postings investigated the city facility after hearing reports from neighbors that they had witnessed city workers removing Thom Stark campaign signs in their neighborhood."

McKissock met with city manager Gary Pokorny at the yard. In the wording of the press release, "Pokorny agreed that the signs for challenger Thom Stark were found at the yard and that there were no signs found at the yard for incumbents Norman La Force or Jane Bartke."

In response, Pokorny said he had told McKissock that everyone's signs had been picked up, but that volunteers for La Force and Bartke had retrieved their candidates' signs. According to building services supervisor Steve Mitchell, there were "stacks of other political signs," belonging to Richmond city council and other candidates sitting in the yard during McKissock's visit.

In the prepared statement, Mary Beth Almeda, co-chair for the Stark campaign, had indicated that Stark had been singled out.

"This doesn't look right for the city," she said. "Here's a city that frequently complains that they don't have enough staff time or resources to do the work needed around the city. Yet they apparently have time to go out and take down the campaign signs of a challenger."

"We believe this is unfair and request an apology, as well as corrective action."

McKissock's statement indicated the same: "At first I thought this might have been a series of pranks from local kids or perhaps a disgruntled campaign worker from the

See SIGNS, page 16

Cable refunds OK'd

ALBANY — The Albany City Council voted unanimously Monday night to seek a refund for a Century Cable rate increase from May 1, 1995 to July 27, 1995. The council also voted to accept an increase beginning July 28, 1995.

Century should not have assessed new rates until the City Council approved them or 90 days had passed, according to Communications Support Group, a consultant to the city of Albany.

As a result the City Council will ask Century Cable to refund \$19,850, or about \$7.09 per subscriber.

EC incumbents retain seats

By Dawn Frasier

EL CERRITO — Challenger Thom Stark made a strong showing in Tuesday's election, but incumbents Norman La Force and Jane Bartke have retained their seats on the El Cerrito City Council.

As of Wednesday morning, the vote was reported by the county registrar's office as 3,308 for La Force, at 36.0 percent of the total, 3,254 for Bartke at 35.4 percent, and 2,615 for Stark at 28.04 percent.

KENSINGTON — Measure F passed handily with 87.2 percent of the vote. As of Wednesday, the count was 1,340 in favor of expanding the Kensington Community Services District Board from three to five members, 197 against.

David Anton will serve on the board in the new one-year position created by the Measure F vote. He received 897 votes at 59.1 percent, while Joan Gallegos received 621 votes at 40.9 percent.

John Ream, who ran unopposed, will fill the new three-year position

created by the board's expansion.

WEST COUNTY — In the four person race for two seats on the West Contra Costa Unified School District Board of Directors one incumbent and one challenger have claimed victory.

Challenger Adrienne Harris-Pitt received 13,310 votes in her favor at 28.2 percent. Incumbent Diana Easton received 12,151 votes at 25.7 percent.

Challenger Glen Price received 11,734 votes at 24.9 percent and incumbent Karen Ortega received 9,961 votes at 21.1 percent.

Police nab suspects with drugs

Fraser
CERRITO - A San Pablo man and a Richmond man were arrested for a traffic violation Oct. 31 at 3:19 a.m., then arrested on possession of a manufactured substance and possession of a machine pistol.

Officer Mike Regan and Officer Catherine Castro made the stop on Central and Carlson. According to Detective Jay Clark, the investigation division of the El Cerrito Police Department, the officers saw open items used for the manufacture of illicit drugs in the suspect's vehicle, as well as one pound of amphetamine, "meth oil" and chemicals used in methamphetamine production.

Joseph Brittain, 26, of Richmond and James Ray Norris, 25, of Berkeley were arrested and booked into jail.



Students walk around the world

On a sun-swept Saturday morning in October, Albany's Vista-MacGregor PTA sponsored its second annual "Walk Around the World" Walkathon. Over 160 students (kindergarten thru third grade) lined up pledges and ambled merrily around the track at Cougar Field. Siblings, family members, teachers and the principal, Sarah Merrill, accompanied their children/students. Some of the latter even recruited sponsors to pledge money for walking, too! The event was a rousing success, raising \$6,000 in pledges to fund music classes this coming Spring.

Group to hold forums on diversity

ALBANY - The Albany School District will hold a public hearing to hear comments on the district's proposed "Goals for Albany Schools" in order to create new goals for the 1997 and 1997/98 school year. The meeting will take place at the Albany School District Center around individual needs, communications, transition and class issues, self-esteem and safety. The board is scheduled to meet at its Nov. 28 meeting. For further information, call the district office at 559-6610.

The Multi-Cultural Development Association, Inc. is sponsoring forums addressing on can be done to improve race relations in Contra Costa County. The association is a public benefit non-profit corporation organized as a community-based social advocacy agency, advocating on behalf of children and family, minority issues, the poor and downtrodden.

The forums are in response to several major recent events, including the O.J. Simpson trial, the Promise Keepers gathering in Oakland, and the Million Man March in

Washington, D.C., MCDA, Inc.

The first forum will convene 6:30 p.m. to 9:30 p.m. on Friday, Dec. 1, in Conference Rooms A and B of the Rivertown Resource Center, 301 West 10th St., Antioch.

Two group sessions are planned with a maximum of 25 persons per group. Led by a group facilitator, group members will be selected by MCDA, Inc., from the list of persons who contacted MCDA, Inc., and requested to participate.

All ethnic groups and cultures are urged to participate in the community forum. To make reserva-

tions mail or fax brief information about yourself to MCDA, Inc., P.O. Box 8213, Pittsburg 94565, or fax to 753-1830.

Include the following information: Why do you desire to participate in the forum? What is your ethnicity? What organizations are you a member of? How long have you lived in Contra Costa County? Your gender and age. The forum may be taped and shown on various local cable channels.

If chosen, you will be contacted by Nov. 24. Please respond immediately.

EC police to remove abandoned vehicles

EL CERRITO - Since the El Cerrito Police Department continues to receive an increasing number of service calls related to abandoned vehicles, Police Department personnel in the next several months will be concentrating their efforts to remove these vehicles from the street and from private property. The following sections of the El Cerrito Municipal Code will be enforced:

Section 11.46.010 of the El Cerrito Municipal Code states that the presence of an abandoned, wrecked, dismantled or inoperative vehicle or part thereof, on private or public property not including highways, except as expressly hereinafter permitted, is declared to constitute a public nuisance which may be abated as such in accordance with the provisions of this chapter.

Note: The vehicle must be removed from the property. Moving the vehicle to another portion of the property does not constitute compliance with the law.

If the vehicle cannot be driven, the parties should arrange for private towing or auto wrecking service to move it off the property.

If the vehicle is not moved, it will be towed to a garage by the Police Department and stored at the

owner's expense.

In addition to a minimum towing charge and a storage fee per day, the owner of the vehicle will be subject to a fine of not more than \$500.

Section 11.40.050 of the El Cerrito Municipal Code states that no vehicle shall be parked upon any street for a period exceeding 72 consecutive hours.

Note: incidental pushing of the vehicle from a spot does not constitute moving.

Vehicles must be driven at least one mile or more. The odometer will be checked.

Once again, if the vehicle cannot be driven, the parties should arrange for private towing or auto wrecking service to move it off the street. A processing fee of \$50 will be added for the release of the vehicle in both cases.

The department has always responded to calls for service from concerned citizens regarding abandoned vehicles on the street or vehicles that constitute a hazard on private property.

However, the number of calls for service are increasing. If additional information is required, telephone the El Cerrito Police Department at 215-4400.

Albany City News

ALBANY - Tree-trimming will occur at the following times and locations:

Through Friday, Nov. 10:
 1100 - 1654 Marin Avenue (even-numbered side)
 1155 - 1259 Brighton Avenue
 1143 - 1242 Garfield Avenue
 Monday, Nov. 13, to Friday, Nov. 17:

1120 - 1467 Portland Avenue
 700 - 1501 Washington Avenue
 Monday, Nov. 20, to Friday, Nov. 24:
 1260 - 1502 Washington Avenue
 710 - 1005 Buchanan Street
 1502 - 1510 Francis Street
 914 - 1136 Nielson Street
 1086 - 1090 Tevlin Street

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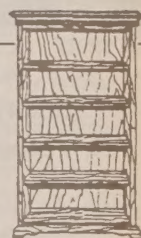
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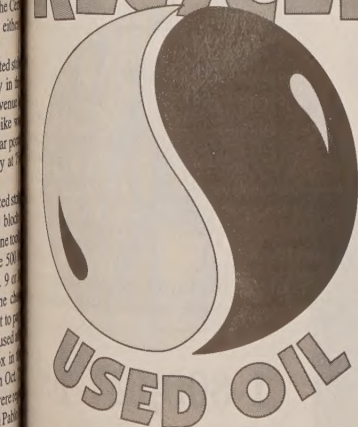
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 Monday, November 13th at 2pm and 7pm

Location #2 **SAN LEANDRO MARINA INN**
 68 San Leandro Marina, San Leandro
 Tuesday, November 14th, at 2pm and 7pm

Reservations: Please call the Glickstein Law Office
 Telephone #: (510) 339-7700

Goings on About Town

Performances

Acoustic Concert: Nov. 11, 8 p.m.: Newly formed group Kingfisher will perform traditional musci of Ireland, England, and Scotland. The Albany Community Center, 1249 Marin at Masonic, Albany. 548-8708.

Argentinian Pianist: Nov. 11, 8 p.m.: Internationally acclaimed pianist Marta Felcman will make her first appearance in the Bay Area since 1991. Maybeck Recital Hall, 1537 Euclid Ave., Berkeley. Ashkenaz: Nov. 9, 9 p.m.: Gumbo Band; Nov. 10, 11 p.m.: Zulu Spear with Aija at 9:30 p.m.; Nov. 11, 12:30 a.m.: Queen Ida with Myrick Freeze Guillery at 11 p.m. and Frog Legs at 9:30 p.m.; Nov. 12, 3-6 p.m.: Bellamira Victorian Dance Party with Thoth at 8 p.m.; Nov. 14, 9 p.m.: Bayou Pon Pon with Cajun dance at 8 p.m.; Nov. 15, 9 p.m.: W.C.S.A. with W.C. Swing dance lesson at 8 p.m. 1317 San Pablo, Berkeley. 525-5054.

Berkeley City Club: Nov. 10-15 previews, opening Nov. 16: Performance of La Custrata. 2315 Durant Ave., Berkeley.

Chamber Music Sundae: Nov. 12, 3 p.m.: The Aurora String Quartet will perform works by Mozart, J. Mori, and Smetana. Julia Morgan Theatre, 2640 College Ave., Berkeley. 845-8542.

Freight & Salvage: Nov. 9, 8 p.m.: The Mollys; Nov. 10, 8:30 p.m.: Jody Stecher & Kate Brislin; Nov. 11, 8:30 p.m.: Greg Brown; Nov. 12, 8 & 10 p.m.: Greg Brown with Lini Collins opening; Nov. 13, 7 p.m.: The Coalition for Eclectic Radio annual awards show; Nov. 15, 8 p.m.: Laurie Lewis & Tom Rozum with Duck Baker & Molly Andrews. 1111 Addison St., Berkeley. 548-1761.

French & Baroque Music: Nov. 11, 8 p.m.: Musica Verum presents solo and chamber works by Telemann, Couperin, and D'anglebert. St. Joseph of Aramathia Chapel, 2316 Bowditch, Berkeley. 525-4293.

Jupiter: Nov. 10, 8:30 p.m.: Tracy McMullen Quartet with Marshall Arts at 5 p.m.; Nov. 11, 8:30 p.m.: Isotope; Nov. 15, 8:30 p.m.: Janus Lustig Quartet. 2181 Shattuck Ave., Berkeley. 510-THE-ROCK.

La Peña Cultural Center: Nov. 11, 10:30 a.m.: Nancy Raven with songs, stories, and sing-a-longs gathered from around the world will be performing in English and Spanish; Nov. 15, 7:30 p.m.: Women's night Open Mic Poetry hosted by Rosemary Quinn. 3105 Shattuck Ave. 849-2568, ext. 15.

Los Cenizales: Nov. 12, 2 p.m.: Arhoolie Records hosts the cd release party for East Bay Band Los Cenizales. They will be accompanied by a live banda and congo norteno and will also perform sones jarocho. Maple Hall, San Pablo Civic Center, San Pablo. 525-7471.

Maybeck Recital Hall: Nov. 11, 8 p.m.: Jeff Linsky, guitar and Michael Spiro, percussion. 1537 Euclid Ave., Berkeley. 848-3228.

Opera Double Bill: Nov. 11, 8 p.m.; Nov. 12, 3 p.m.; Nov. 18, 8 p.m.: Opera

da Camera Company, under the auspices of Berkeley Opera will perform *Rita* by Donizetti and *Susanna's Secret* by Wolf-Ferrari. Berkeley City Club, 1315 Durant Ave., Berkeley. 525-8024.

Organ Recital: Nov. 12, 5:30 p.m.: Organist Christopher Putnam will play a recital featuring works of Johann Kittel, Charles Widor, Frescobaldi, and others. St. Mark's Episcopal Church, 2300 Bancroft Way, Berkeley.

Poetry and Jazz: Nov. 12, Noon: Julia Vinograd, Raymond Nat Turner, Steve Arnsen, and others will perform a free concert in front of the Cafe Mediterranean. Sponsored by The Ecology Center/Berkeley Farmers' Market.

Red Cafe: Nov. 9, 8:30 p.m.: Jack West and Curvature. 1941 University Ave., Berkeley. 843-8607.

Starry Plough: Nov. 9, 9:30 p.m.: Behind Tom's and Swinging Doors; Nov. 10, 9:45 p.m.: Lawsuit and Smart Brown Hand Bag; Nov. 11, 9:45 p.m.: Chuck Prophet, New EZ, and Devils; Nov. 12, Electric Blues Jam Session; Nov. 13, 9 p.m.: Traditional Irish Music; Nov. 14, 7:30 p.m.: Cabaret Open Mike; Nov. 15, DARTS. 3101 Shattuck Ave., Berkeley. 841-2082.

Trinity Chamber Concerts: Nov. 11, 8 p.m.: Vismaya Lhi, spinto soprano, with Michael Orland, piano, 2320 Dana St., Berkeley. 1-800-738-0663.

U.C. Department of Music: Hertz Hall, U.C. Berkeley. 642-4864.

Yoshi's: Nov. 9-12, 8 & 10 p.m.: Marian McPartland Trio plus Joanne Brackeen-solo; Nov. 13, 8 & 10 p.m.: Joel Brandon; Nov. 14-19, 8 & 10 p.m.: Pharoah Sanders Quartet. 6030 Claremont Ave., Oakland. 652-9200.

Religious activities

Berkeley Fellowship of Unitarian Universalists: Nov. 12, 10:30 a.m.: "Ammon's Way - Anarchism and Pacifism" with folksinger and songwriter, U. Utah Phillips. Childcare for toddlers, for older children, field trip to California Academy of Science, 9:30 a.m. Contact Sandy, 236-5083, for field trip info. 1924 Cedar, Berkeley. 841-4824.

St. Alban's Episcopal Church: Nov. 12, 8 & 10 a.m.: Deacon Laurie Willis will preach on Matthew 5:1-12. Adult bible study is 9 a.m. and Child Care is available at 10 a.m. The service of Morning Prayer is held in the church on Wednesday mornings at 7 a.m. 1501 Washington Ave., Albany. 525-1716.

The 5:45: Evening worship service with contemporary Christian praise music, conversation and refreshment. Every Sunday at First Presbyterian Church of Berkeley, 2407 Dana St., Berkeley. 848-6252.

Interfaith Relationships: Nov. 14, 7:15 p.m.: Jewish Family and Children's Services will sponsor a 7 week support group, Interfaith Couples Group, "Interfaith Couple Group His, Hers, and Ours." 704-7475 ext. 227.

Why be Jewish? Nov. 19, 9 a.m. - 4

p.m.: An all-day event for interfaith couples and Jews by choice. Workshop addresses issues of child rearing, wedding officiation, spirituality, and more. For information and registration materials call Temple Sinai 451-3263 or Dawn Kepler 531-5554. Registration deadline is Nov. 13.

Events, meetings, classes...

Albany Recreation and Community Services: A year-round tennis program for children and adults will be offered. Registration is now being taken. Children 4 and up and adults of all skill levels are invited to sign up for lessons. For more information call 524-9283. 1249 Marin Ave.

Auditions: Auditions are being scheduled for Kairos Youth Choir, a chorus of mixed unchanged treble voices, ages 7-14 years. Acceptance into the chorus would be for the next semester. The Crowden School, 2401 Le Conte St., Berkeley. 644-0388.

Berkeley Farmers' Market: Sundays, 11-3 p.m.: Fresh California produce near People's Park; parking available: Haste St. at Telegraph, Berkeley.

Berkeley Free Radio: Nov. 12, 9 a.m.: "Call me fishmeal", a contemporary adaptation of Euripides' "Alceste". 104.1 FM

Berkeley Hiking Club: Nov. 10, Annual Dinner: His Lordships, Tartan Room; Nov. 12, 8:30 a.m.: Mount Tamalpais State Park. Call leader Lena Johnson (237-3327) for details; Nov. 12, 9:30 a.m.: Mini Hike through Berkeley City Parks. Call leaders Paul and Lottie Rosen (526-1667) for details.

Berkeley Ski Club: Nov. 14, 7:30 p.m.: Annual open house which will include guest speaker, Ray Cortez. 846 Masonic, Albany. 415-479-7323.

Black Oak Book: Nov. 9, 6 p.m.: Philip Graham debuts with his first novel in *How to Read an Unwritten Language* and at 7:30 p.m. J. California Cooper returns with *Some Love, Some Pain, Sometime*; Nov. 10, 7:30 p.m.: Tobias Wolff will read from *In Pharaoh's Army: Memories of the Lost War*; Nov. 12, 7:30 p.m.: Sue Bender examines the holy places of our everyday lives with *Sacred Journey: a Woman's Journey Home*; Nov. 13, 7:30 p.m.: James Welch will read from *Killing Custer: The Battle of Little Bighorn and the Fate of the Plains Indians*; Nov. 14, 7:30 p.m.: John Dufresne looks at Southern Life in *Louisiana Power and Light*; Nov. 15, 7:30 p.m.: Susan Griffin examines the relationship between feminism, nature, and the evolution of Western culture in *The Eros of Everyday Life: Essays on*

Ecology, Gender, and Society. 1491 Shattuck Ave. at Vine, Berkeley. 486-0698.

Botanical Garden Volunteers Orientation: Nov. 9, 10 a.m.: Are you interested in learning how to grow herbs or orchids or rhododendrons from scratch? How about working side-by-side with a knowledgeable horticulturist to pick up trade tricks and know how? The U.C. Botanical Garden has immediate volunteer openings for all these tasks and more. Centennial Drive, Berkeley. 642-3352.

Bouncing Babies: Through Nov. 15, 7 p.m. Wednesdays: Young children (up to the age of 3) are invited to the West Branch of the Berkeley Public Library for the fall season of Baby Bounce and Toddler Tales. These free programs of songs, rhymes, simple picture books and fingerplays include multicultural materials, some guitar-playing, and at least one song or rhyme in Spanish. A special Spanish storytime for children aged 3-8, featuring Cecilia Cuesta-Velez and children's librarian Marge Sussman, is scheduled at West at 10:30 a.m. on Saturday, October 21 and Saturday, Nov. 18. 1125 University, Berkeley. 644-6870.

Center for Psychological Studies: Nov. 15, 5:30 - 7 p.m.: Joel Crohn, PhD, will deliver a talk entitled, "The

Psychology of Cross-Cultural

City Commons Club, 1398 Solano Ave., Albany. 548-8708.

"The Lawrence Berkeley Lab and the Future of Science" by L. Throp, Scientist, LBL, Berkeley City Club, 2315 Durant, Berkeley. 525-8024.

Cordones Creek Nov. 11, 10 a.m.: Wear old shoes, and gloves, and get out to improve Albany's water and Harrison St. 642-7111.

El Cerrito Class: Nov. 29: Mondays, 7:30 Wednesdays, 1-3 p.m. Clubhouse, 1120 Adeline Cerrito. Chi Kung. Thursdays, 7-8 p.m. 1420 Norvel. El Cerrito Center, 7007 Mosser Lane.

Easy Going: Nov. 9, Patrick Pfister, author of *Pilgrimage: Tales from his travels*. Easy Going Bookstore, 1385 Shattuck Berkeley. 843-3533.

Gift and Rummage Sale: 10 a.m. - 4 p.m.: Habitat Rummage Sale to benefit Committee on legislative Meeting House, 2151 Vine 849-0806.

Why are more families choosing our physicians as their physicians

They're affiliated with Doctors Hospital & Bay Physicians.

People want quality medical care close to home. That's why, this fall, so many families will choose a primary care physician affiliated with Doctors Hospital and Bay Physicians - West County.

No other network of hospitals and physicians can give you the special brand of care you get from Doctors Hospital and Bay Physicians - West County. How do you get it? By choosing a local physician who's listed in your health plan directory under Alta Bates Medical Group, an affiliate of Bay Physicians.

They're in your neighborhood.

You're in luck. Wherever you live in West Contra Costa, there's a primary care physician close to you who's affiliated with our health system and can provide services at Doctors Hospital.

We can help you find a physician who meets your family's needs. And when you choose one of our physicians you have access to a wide range of specialists. Looking for hospital services close to home? Doctors Hospital offers 24-hour emergency care, inpatient and outpatient surgeries, and much more.

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- Foundation Health, A California Health Plan
- Health Net • PacificCare • PruCare

* (not all physicians participate in all plans)

OUR PARTNERS:

- Alta Bates Medical Center • Alameda Hospital
- Delta Hospital • Doctors Hospital
- Mt. Diablo Medical Center • San Leandro Hospital
- Valley Care Medical Center • Valley Memorial Hospital
- Washington Hospital

PEDIATRICS

Gary Bean, MD
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Michael Zwerdling, MD

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"Loco," so dubbed by the veterinary technicians at Albany Vet Clinic (short for locomotive), has a broken left front leg after being hit by a train recently. The train's impact also collapsed some of Loco's lungs, who is a homeless feline brought in to the clinic for emergency treatment. In addition to needing a home, help is also needed to pay for the 8 to 9-month-old grey male tabby's medical bill, which to date is over \$1,200. If you can help, send a donation to Dr. Terri McGinnis at Albany Veterinary Clinic, 1550 Solano Ave., Albany, 94707.

Building partnerships to improve the community

The overwhelming majority of Albany residents feel that Albany is on the right track.

When you ask them why, the most frequent answers given are that Albany is a safe, clean place to raise children, and that Albany protects the interests of its senior citizens.

Albany has a good reputation, for effective government and for tireless volunteers who care about their community and are willing to do the real work it takes to make it better.

Is there room for improvement in Albany? You bet. Are there areas where we need to pay more attention? Certainly. Do we need to be more on our toes to deal with additional cutbacks from Sacramento and Washington which are surely on the way? Absolutely.

In addition to acknowledging and supporting the good work so many of you are doing in the community, and writing about topics of general interest, such as Albany's history, I want to use this column, from time to time, to focus attention on things that we can, and should, do better.

Opportunities for improvement department: Coordination between the Albany School Board and the Albany City Council has room to grow.

I think this year's homecoming activities made for a good start toward increased cooperation. It's true there were scattered incidents involving

rowdy youths, and we need to reduce these incidents to zero, but things went much more smoothly than in past years. We're making progress.

The School Board, School District staff, and parents worked very hard to provide alternative activities to keep kids out of trouble. The city's teen center pitched in, providing extra activities in the days before the parade, which is an important community event.

We need to keep up this kind of cooperation, especially with the upcoming move of the middle school to the new site across town. The Albany Teen Center is currently located next to the middle school. When the school moves away, the teen center will be set adrift, so to speak. With our excitement about a brand-new school, let's not forget about the teen center.

Finding a new site for the teen center, hopefully near the new middle school, and better integrating the teen center's activities with school programs will be an item of mutual concern to School Board and City Council alike.

I see coordination of the teen center move as an opportunity for partnership in community leadership, and look forward to working with board members and parents toward a comprehensive view of youth services.

Planning new uses for Vista and MacGregor schools, which will become surplus when the

new middle school opens, presents another opportunity for partnership in community leadership between School Board and City Council. How can these sites, in residential neighborhoods, best be put to use?

Rather than being put in a position of having to discourage some developer's inappropriate project when Vista and MacGregor become surplus, perhaps parents, neighbors, School Board and Council can look ahead and plan for the best possible new uses of these sites.

One of the School Board members suggested converting Vista to a youth-oriented environmental education center. Sounds like a good idea to me. What do you think?

Upcoming columns: Long-Range Planning for Community Development (We need to do more). The Fascinating Ruins of the Albany Landfill. Paratransit for Albany Seniors: What we can do locally to protect this senior service from state and county cutbacks.

Announcements: Creek Cleanup on Codornices Creek, Saturday, Nov. 11, 10 a.m. to 1 p.m. Meet at Fourth Street and the creek. (Go west on Harrison Street from San Pablo, then right on Fourth to the dead end.) Refreshments, prizes, and fun for all. Drop by for a minute and take a look, or pitch in and stay as long as you like. Bring the kids. Just show up and have a good time!



From the Mayor's Desk

By Mike Brodsky
Albany

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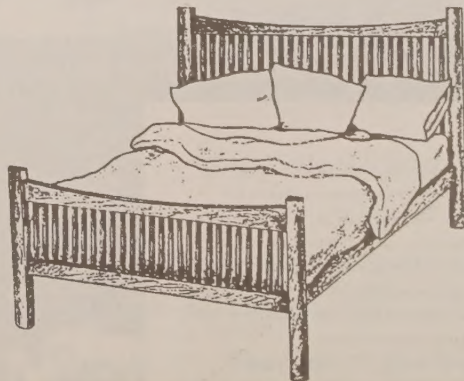
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Local teacher lived the dream; participating in sports

Dolores "Dolly" Felix and her sisters were all physical education teachers in the Richmond schools. In fact, Dolly's younger sister, Theresa, is now teaching at Kennedy High, and Dolly, now retired, sometimes substitutes for her when she has to be away, or works as a "teacher's aide" in her class — a cozy arrangement that helps Dolly, Theresa and the students.

I remember my daughter, Mori, speaking admiringly of her gym teacher, Dolly Felix, as well as of her classmate, Theresa Felix. It was evident then, and is obvious now, that the Felix sisters are something special in the way of teachers.

Felix says their upbringing in Fresno, where they were born, and then in Richmond, is what led them to a life of service as teachers. Their Mexican-born parents instilled in them the need for education, for service, and for getting along with people.

But it is her earlier adventures in sports that led Paul Brown to bring her to my attention. As girls now struggle to become part of the sports

picture in school and colleges, Felix can remember a time when she lived the dream.

"I got into it by playing softball at Roosevelt Junior High, in Richmond," Felix remembers. And she spoke of Frank Powers Sports Shop, which supported them. She played with the M.A. Hayes girls team. "I didn't have money to buy spikes or a glove," she remembers. "But my dad had an old glove I could use, and I just played in my tennis shoes."

Thinking she might be able to save her money and buy spikes, Dolly went into the sports shop to see how much they would cost. When she explained this to Powers, he said, "Just try these on for size." She found them a little wide, but otherwise fine. Then Powers said "You can take these as a gift from me and you play really well." And that's how her career began.

The M.A. Hayes girls softball team was excellent, and was a winning team. They played all over. Becoming the California champions, they were able to go to the World Series, which was held in Portland at that time. This was in 1955, and she was a

student at UC Berkeley by then.

It was field hockey that helped her travel out of the country. This was when Australia invited the U.S. to send a team, and she was one of those chosen to be on the U.S. team. They played in Australia and New Zealand. Says Felix, "It was one of the most exciting things in my life." Not only did they win for the U.S., but it gave Richmond good publicity.

She played at Cal, and in 1965 her team toured. It included two other teachers from the district, Margaret Jessup and Carla Sirroco.

She speaks of her philosophy of teaching, of her interest in all of the young people, of the time when the classes were integrated to include both boys and girls, and how, after a period of rebellion, the boys learned that they could learn from her, not only play. "If you are a good teacher you figure out and understand all the different personalities."

Says Felix, "I taught for 38 years, and along the way I had

some wonderful, wonderful young people." Then she tells of her after-retirement wonder at how many lives she had touched. Multiplying the average class size by 38 years, she came up with about 11,000 youngsters. And if she touched their lives, I am sure it left a lasting impression.

Triveni MacKenzie Rockwell, an Albany artist who recently moved to Monte Rio, is having a major retrospective art show at the Gem Gallery in Berkeley, Nov. 16 through Dec. 8.

Although Triveni and I never did manage to meet each other, she has sent me photographs of some of her work, and it looks very exciting. I am sure I will wend my way to the Gem Gallery, adjacent to Bill's Trading Post near the corner of College and Ashby avenues.

There will be an opening night reception on Wednesday, Nov. 16, from 5 to 7 p.m. Triveni will be there that night and for the next few days to meet with people and answer questions regarding her art.

Community Folk

By Clara Rae Genser



Triveni, originally from Indiana, is self-taught and 'highly disciplined' in each of the mediums she works in: jewelry, painting, watercolors, or the original three-dimensional mixed metal (tin, copper and brass) works which are based on the traditional Spanish tinsmithing techniques.

One feature of her show will be a tribute to New Mexico, where she studied this type of tinsmithing.

And her jewelry is so original and well-regarded that a visiting English woman bought several

pieces to take back to the museum in Windsor, Canada. The Gem Gallery is open in the rear of the store.

Thank you, Paul Brown, writing to me about Dolly, a delightful, fascinating woman — and Triveni MacKenzie Rockwell, for sending me pictures of your work. As always, I invite all to do the same. Give me interesting people, events, organizations, etc. Please to me at 555 Pierce St., Albany 94706, or call 525-

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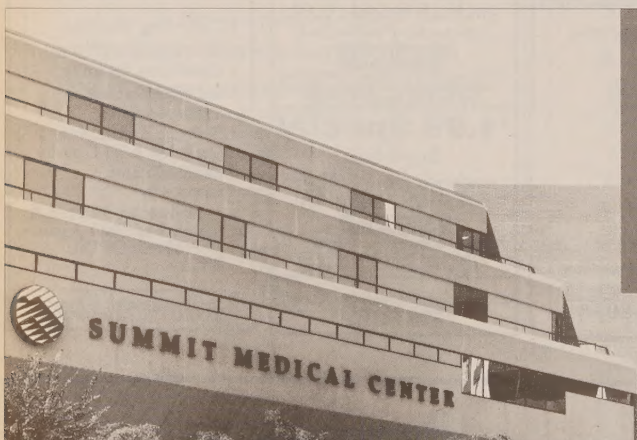
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That's 1.2 miles from her house. More than a nice outing, it's exercise for Clara — part of the terrific advice she got at the Cancer Education & Prevention Center at Summit.

"Eight years ago, I was very worried about my health. At CEPC, I received wonderful treatment. And learned how to give myself a breast exam."

Recently, Clara used this knowledge to find a lump in her breast. Happily, it was diagnosed as benign. Which surely means there'll be hundreds of Clara's corsages yet to come.

Along with her friend Marie, Clara Bell looks for the day's freshest choices.



Survey of Bay Area residents sheds light on effects of crime

poll finds that a startling 10 percent of every five Bay Area residents have been the victim of a violent crime. More men (24 percent) than women (16 percent) reported to have been victims of violent crime, with men of the San Francisco area reporting the highest regional percentage (23 percent). In addition, almost one in five (17 percent) of those surveyed said they have seriously considered moving out of California because of crime.

These and other interesting statistics were part of the Hitachi Poll, a survey of more than 500 Bay Area residents conducted as part of the California Public Affairs Forum, "Safe Communities: A Search for Solutions." The Forum, co-sponsored by the California Chamber of Commerce, Bay Area Council, and Hitachi Ltd., was held last month in San Francisco.

The highest percentage of those in the Bay Area who have considered leaving the community in which they live are those in the South Bay (17 percent), followed by the San Francisco area (18 percent) and East Bay (17 percent).

Eighty-eight percent of those surveyed believe that crime statewide has increased, but only 39 percent believe that crime is up in their local community. Women are feeling most vulnerable to crime. Seventy-two percent of the women interviewed believed crime was on the rise, compared to 62 percent of the men surveyed.

When asked to name reasons for the perceived statewide increase in crime, Bay Area respondents blamed poverty and unemployment (34 percent), drugs (32 percent) and the breakdown of the family (29 percent). Gangs were next on the list (16 percent), followed by an ineffective justice system (10 percent).

When broken down by region, respondents surveyed in the East Bay named the breakdown of the family unit (34 percent) as the primary reason for an increase in crime. Broken families were most often cited (24 percent) by those living in the San Francisco area.

The survey results clearly show that Bay Area residents tie crime and the economy together," said Dr. Jack CommSciences, president of CommSciences, a research firm which conducted the poll. "While those who favor much tougher law and order measures are clearly evident, there is a strikingly large number of residents who apparently believe that local communities can make safer more through social law enforcement mandates."

A large majority of respondents (88 percent) said they believe teenagers from single-parent families are more likely to commit crime than those from two-parent households. In an interesting note to this survey, more of the men surveyed (62 percent) compared to 50 percent of women believe single-parent households foster more crime.

In order to make communities safer, respondents throughout the Bay Area believe creating jobs (8.5 on a scale of zero to ten) would be the most effective way to reduce crime. This was followed by harsher sentencing (7.4), hiring more police (7.4) and making gang membership illegal (5.8).

Most surveyed believe that private business can also play a greater role in reducing crime. Providing entry-level jobs (8.0 on a scale of zero to ten) and providing child care for welfare parents (7.7) were the next-cited solutions.

When asked Bay Area residents to raise their taxes in order to reduce crime, a slim majority, 55 percent, said they would not be willing to raise taxes by 10 to 20 percent even if it would reduce crime by an equal amount. However, 41 percent of those polled said they would be willing to pay higher taxes.

California's juvenile justice system is not well-respected by those surveyed. Two-thirds (66 percent) believe the system is too lenient with those who have committed violent crime. In fact, nearly the same percentage (65 percent) of those surveyed believe that teenagers 16 years of age should automatically be treated as adults if they commit a violent crime. This view was most prominent in the East Bay (69 percent) and least in the South Bay (61 percent).

The Bay Area public does not believe that parents of juvenile criminals should shoulder responsibility for the crimes of their children. Fifty percent of those surveyed do not believe that parents should be penalized for the crimes of their children. Ten percent, however, did not have an opinion. This survey of Southern Cali-

fornia residents conducted for a sister Public Affairs Forum on Sept. 26 also yields some interesting comparisons with Bay Area respondents. Overall, Bay Area residents feel safer than their Southern California counterparts.

One in four Southern Californians interviewed for the poll indicated they were victims of violent crime, compared to one in five of the Bay Area sample. Furthermore, a full one-third of Southern Californians indicated

they have considered moving due to fears of crime, compared to only one-fifth of Bay Area residents who were surveyed.

While a large majority of both Northern and Southern Californians said they believed crime was increasing around the state (75 percent Southern California, 68 percent Northern California), the reasons for the increase differed.

Bay Area respondents blamed poverty and unemployment (34 per-

cent), drugs (32 percent) and the breakdown of the family unit (29 percent). Southern Californians cited poverty and unemployment (35 percent), followed by the breakdown of the family unit (27 percent) and gangs (22 percent).

In addition, Southern California is more frustrated with the juvenile justice system than Northern California. Eighty-three percent of Southern Californians surveyed think the juvenile justice system is too lenient com-

pared to only 66 percent of Northern Californians.

The Hitachi Poll, conducted by the research firm CommSciences, surveyed 508 Bay Area adults in the 415, 510 and 408 area codes and 508 Southern California adults in the 213, 310, 818 and 714 area codes. The telephone survey was conducted in September. It has an error margin of approximately plus or minus 4.5 percent for each region and an error margin of plus or minus 3.2 percent

for the combined surveys.

The California Public Affairs Forum, held at the Sheraton Palace Hotel, brought together a prestigious group of individuals who provided their solutions to community safety issues. The forum was highlighted by the keynote address of Hugh Price, president and CEO of the National Urban League. The forum is a biennial event, underwritten by Hitachi, Ltd., which addresses important issues facing California and the nation.

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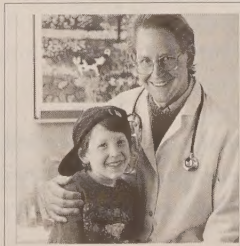
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Albany PTA Council News

The overcrowding dilemma

Overcrowding continues to be a problem in Albany schools. Some say we're paying the price of success. Families move into Albany because of our district's reputation. Unfortunately, that reputation grew in part from our limited size.

Our teachers and administrators gave students a lot of individual attention. In addition, many parents volunteered to help enrich our schools, completing the picture of a successful school environment.

Today's overcrowding translates easily into numbers. Marin School was built for 350 children; the present population is 527. Albany Middle School was built for 500; middle school students this year number 699. Cornell School is "maxed out" i

n several grades; the high school, with 873 students, began some classes this year in rooms that hadn't enough desks for the students present. At the elementaries, portable classrooms take up space meant for playground.

Bond money will eventually solve some of these problems. But it can't solve the problem fast enough for the children in classrooms today or next year. You need people to do that, not buildings. You need more people helping with each student's individual tasks. You need more teachers, more aides, more parent volunteers.

The School Board's job of dividing money wisely among competing and valid interests won't be any easier this year, even if they have a bit more money to divide. They, as well as the teachers, know that lowering class size is a key to maintaining and improving public education. However, the dilemma is that the more students you have in your school, the more money you receive from a state that never sends enough. Empty desks, in contrast, can mean program-cutting.

What about the invaluable help that costs no money? What about parent volunteers?

Unfortunately, even they are in shorter supply than before. As the price of living here has increased, parent volunteerism has been eroded by the need for two-income families. Now parents often lack the time or energy for school, however much they might want to help.

Parent group meetings during the day are nearly impossible to arrange. Those parents who volunteer during the day often have to take off work to do it. Parents still supply countless hours of work for their schools, but almost every school has fewer volunteers than it could use.

So where does that leave us? Where does that leave Albany children? (Nearly all out-of-district children have been asked to go elsewhere, although a recent decision by the Alameda County Board of Education is clouding the issue somewhat.)

Clearly, we need to look for new solutions to this problem, both financial and social. As the School Board contemplates its goals for the upcoming year, it might remember that sturdy Latin proverb, "Those who don't advance will fall behind." In fact, it would do us all good to remember it.

Meetings This Week

Marin PTA meets tonight, Nov.

9, at 7 p.m.

Know your children. On Monday, Nov. 13, family therapist Sheri Glucoft Wong will present a discussion entitled "Getting to Know Your Third-, Fourth-, and Fifth-Grader."

The event will be held at Cornell School from 7:15 to 9 p.m. There will be refreshments and free child care, thanks to the joint sponsorship

of PTA Parent Education committees at Cornell, Marin, and Vista-MacGregor. (You needn't reserve ahead for child care; just bring your children.)

Goal-oriented. The next School Board meeting will include a public hearing on the subject of the board's goals for the coming year. The board meeting begins at 7:30 p.m. on Nov. 14, at Cornell School. All interested citizens may attend.

Cornell PTA meets on Thursday, Nov. 16, at 7:30 p.m.

Vista/MacGregor PTA meets on Thursday, Nov. 16, at 7 p.m. at MacGregor.

Blame it on Halloween. In a fit of candy-corn fever last week I listed the wrong time for regular PTA Council Disaster Preparedness committee meetings.

The group will meet regularly every FIRST Tuesday of the month, at 7:30 p.m. at Marin School.

Call Karen Carlson-Olson (524-7004) or Christiane Khan (527-2310) for more information.

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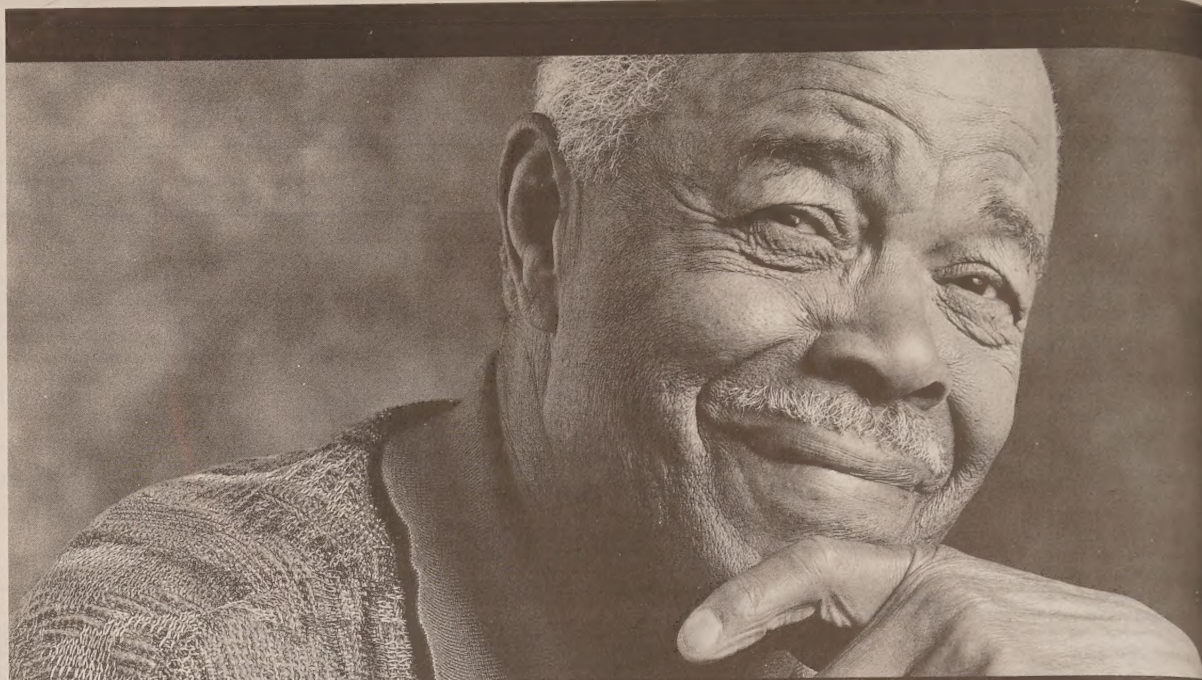
The University of California Botanical Garden has immediate

volunteer openings for all ages and more.

Plan to attend a volunteer orientation on Thursday, Nov. 9, 10 a.m. until noon, to learn about the garden and how you might be involved at this 105-year-old institution.

For more information, call Nancy Swearingen at (415) 3352.

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Fri, Nov 10 - 10 am
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(Corner of 3rd St.)
Near Jack London

Richmond
Tues, Nov 14 - 10 am
Bakers Square
12323 San Pablo Ave.

Alameda
Wed, Nov 15 - 10 am
Lyon's Restaurant
2375 Shoreline Dr.

**A representative will be present with applications.
1-800-554-3082, ask for ext. 940**

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Afterschool Program
Transportation options

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A beneficiary of the Center for Jewish Education & Learning of the Jewish Community Foundation of the Greater Bay Area. Students of all religious and ethnic backgrounds are welcome.

El Cerrito Chamber of Commerce

By Sewall Glinternick

Time is on the way

Ready for Tax
The topic for discussion
Chamber member Adam
Shams, EA, owner of
Tax Service at 11818 San
Ave., El Cerrito, will
for the Nov. 27, noon,
luncheon meeting of
El Cerrito Chamber of
Commerce at the Cerrito City
Center at 11818 San
Ave. by Nov. 22, 233-

Member

Chamber is welcoming to
membership Roy Morfett of
Morfett Associates, Inc.,
at 10545 C San Pablo
Ave., El Cerrito. Morfett's
business includes real estate and
property management and he
can be reached by calling 529-

Up

In addition to promoting a
business activity here,
the El Cerrito Fall
Festival Sale also produced a
total sum of money to
support chamber operations
throughout the year. Credit
success goes in large
part to the editorial and
production staff of the Family
Magazine and to advertising
representative Bill Slenker.
Thanks, of course, also go to
the business people

who participated in this Round-
Up promotion:

Pastime Ace Hardware; El
Cerrito Plaza Travel; Berndt
Landscape; El Cerrito Lighting;
Naturalizer; Edward M.
Matsuishi, D.D.S., Inc.;
Kiefer's; Herobics; Grease
Monkey; Giovanni's Produce;
Powder Box; Charles V.
Stebley; Immigration Law;
House of Carpets; Albany
Coins; Bank of the West; Dogs
by Dianne; Full Circle Travel;
The Junkie; Ball Chiropractic
Center; Doherty's Truck & Auto
Rental; Athey Technologies;
Family Fair; Locators Real
Estate; Tradeway Furniture
Warehouse; Jane Bartke; Pic 'n
Pac Liquors; Old West Gun
Room, Inc.; Kent's Tour and
Travel; Plaza Pharmacy; Energy
Unlimited; Sweis's Gyros &
Pitas; El Cerrito Plaza; The
Mechanics Bank; Stand-Up
Comics; PetVet/Petfood; Golden
Dynasty; World of Children Pre-
School & Day Care; World
Slots; Albert's Nursery &
Garden Supplies; Ron's Coins;
Teddy Bear Wash & Dry;
McPhee's Junior Bootery.

Free Health Seminar

El Cerrito Chamber of
Commerce member Bodhi Gale
Boulton will join with Kay
Davies in presenting a free



Mayor Norman La Force (left) and Chamber President Vera Boyovich and Greg Colden, Colden Insurance Brokerage.

seminar titled "Living Well Into
the New Millennium or How to
Die Young After a Long and
Lusty Life."

The session, presented by the
Life Extension Institute, will be
held at 7 p.m. on Wednesday,
Nov. 15.

According to Boulton, the
seminar — a humorous and
holistic approach to health and
longevity — will teach
participants "the use of many
'tools' to reduce stress and pain,
increase energy and sex drive,
convert fat into lean muscle
mass, and simply have a haven
of good time during your
genetic span of 120 to 140

years."

Space is limited, so those
interested in attending this free
session should RSVP
immediately and get directions
by calling 236-5755.

Welcome Colden Insurance

"Warehouse shopping is just
not smart when it comes to
buying insurance."

That's the emphatic opinion
of Greg Colden, El Cerrito's
newest insurance broker and
recent addition to the Chamber
of Commerce's membership list.
"If you have a claim," Colden
explains, "your agent can help
you. If you deal with somebody

on an 800 phone line, who
knows how your claim is going
to be resolved?"

Declaring that the only thing
he has to sell is his service and
his knowledge, Colden says:
"When clients leave my office
they'll be educated. They'll
know what coverage is available
and they'll know I'm going to
do everything I can to get the
best rate for insurance that
exactly meets their individual
needs."

And, according to Colden, he
can be a big help in evaluating
just exactly what those needs
are.

"Such things as acquiring a
new home, having a child,
changes in financial status or
getting an inheritance can call
for re-evaluation of a person's
insurance needs," Colden
explains. "I will gladly evaluate
a client's needs free of charge
and — on request — assist in
estate planning."

Colden points out that, over
the years, a person's need for all
different kinds of insurance —
homeowner's, car, health and
life — changes greatly.

"It's no longer simple for
someone who buys a home to
get homeowner's insurance," he
warns. "Under California law a
company must offer earthquake
insurance before they can sell
homeowner's coverage. Because
of high earthquake reinsurance

costs, many major companies
have stopped selling
homeowner's policies."

"As a broker, I deal with
companies that still offer
earthquake coverage and — as a
result — still offer homeowner
coverage. This means my clients
can get protection, with or
without having to buy an
earthquake policy."

Often times, Colden points
out, people are underinsured
when it comes to auto liability.

"If," he warns, "a person has
lots of assets, significant
income, or owns their own
home, they could lose
everything if they injured
someone in a car accident and
didn't have adequate liability
coverage."

Colden claims he can get
insurance for any driver — both
good ones and the unlucky ones.
And, he says he can get very
good rates for good drivers —
with an additional 10 percent
discount for present or past civil
service workers.

As a Blue Cross and Blue
Shield appointed agent, he also
offers health coverage to both
individuals and groups. In some
cases, he claims he can get a
worker a better rate for
dependent coverage than that
offered under his company's
policy.

"It's never too early to start

See CHAMBER, page 31

FITNESS & HEALTH

Year-Round Riding at Bottomley Farm

Bottomley Farm Equestrian Center is
ready for winter: heavy blankets,
and plenty of warm water for
baths in the Riders, too, have
prepared themselves for cooler weath-
er. New improvements to the barns
include a water heater, among oth-
ers, helps with this transition.
A successful show season, some
riders will be heading to medal
around the state. The lesson pro-
gram continues year-round with after-
noon evening classes in two light-

The final hunter-jumper show of the
year will take place on Sunday,
November 19, beginning at 9:00 a.m.
All year long, riders have been compet-
ing and building point totals in order to
qualify for entering this show's special
Medal Finals Competition. The judge
will be Ms. Sandra McKeon, of
Sonoma County. She will be teaching a
clinic at Bottomley Farm after the
November show.

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minutes from Lafayette, Orinda,
Walnut Creek or Pleasant Hill and

about 25 minutes from Oakland or
Berkeley, Bottomley has full service
boarding facilities for seventy horses.
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all English riding disciplines, and has
classes for riders at all levels, and of all
ages. Ask about Bottomley's special
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Jazzercise announces the opening of
Jazzercise classes at King Estates Jr. High
located at 8251 Fontaine (Exit Hwy 580
at Keller Ave.). There are 9 classes avail-
able weekly. Each class includes a warm-
up and aerobic segment, muscle-toning
and flexibility exercise, and a cool down.

Jazzercise

Instructors demonstrate both challeng-
ing movements and low-impact varia-
tions. The class schedule is as follows:
M/W 5:45 p.m., Regular Jazzercise; and
M/W 7:00 p.m., Step/Circuit; T/Th
5:45 p.m., Step/Circuit; and T/Th 7:00
p.m., Regular Jazzercise; Saturdays at

9:15 a.m., Jazz Plus.

This schedule will continue until the
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you. Michele Germany, Kelly Roberts
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through Friday, from 6:00am to
10:30am and from 4:15pm to 7:30pm,
and on Saturday and Sunday mornings.
Corporate memberships and family
discounts are available.

INSIDE•OUT is a community-
minded establishment that takes pride in
its membership's diversity and
camaraderie, which its owner, staff and
instructors feel is one of its strongest
assets. INSIDE•OUT has proven over
the years to have the programs, talent
and facilities to meet most everyone's
personal fitness and wellness needs.

For Older Adults: Beginning an Exercise Program

by Diane McKallip, Courthouse Athletic Club, Gentle Fitness Director

We all have heard that exercise is good
for us. Every day we are bombarded with
new articles about the benefits of moving
our bodies. Your doctor may have even
suggested that you get some exercise.
You've probably heard of new research
which is showing that we can gain
strength and stamina into very old age.
But where to start, and how much to do?

There are several components of fit-

ness. The most important in terms of
healthy aging are cardio-respiratory fit-
ness, strength, flexibility and balance.

Cardio-respiratory or "aerobic" fitness
involves the heart and lungs, along with
the muscles. Activities such as walking,
cycling, and swimming are aerobic.

Muscle strength is of major impor-
tance to older adults. Being strong
enough to carry groceries or walk up

stairs has powerful implications for stay-
ing independent as we age. New
research has shown that adults aged 86
to 96 were able to triple their muscle
strength with a weight training
program.

Balance is closely related to muscle
strength. Loss of balance is a concern
for many mature adults. Some research-
ers who study the aging process believe
that loss of balance is directly related to
loss of muscle mass. In studies where
older people weight trained, balance
improved.

Flexibility is perhaps the flip side of
strength. While we want a muscle to be
strong, it also needs flexibility. As we
age, we often feel more stiffness.
Sometimes this limits our range of
motion, making it hard to reach a top
shelf or difficult to get down on the
floor with the grandchildren. Stretching
can help. Flexibility enables us to stand
taller and improves range of motion in
basic tasks like gardening or backing the
car down the driveway. There are many
books and video tapes on stretching and
most health clubs offer stretch classes.
Try to stretch every day, even if just for
a few minutes.

These are some basic tips for getting
back to or beginning an exercise pro-
gram. Be sure to consult with your doc-
tor first and always go at your own
pace. A health club or fitness center can
be a resource, especially if they offer
beginning or older adult programs. It's
also a great way to meet other people
who are just starting out. Regardless of
the path you choose, remember that it's
never too late to start to move. You'll
enjoy the benefits of increased range of
motion, stronger muscles and more
stamina.

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"Mexican food is where Italian food was 30 years ago," Maser told me this week. The owner of Picante Cocina Mexicana reveals a passion and enthusiasm for the cuisine that is common to all. Unfortunately, one need only make the drive to 1328 Sixth St. (just south of Gilman) to discover the vehicle for that passion.

"We found this incredible opportunity," said Maser. "We serve a cuisine that we are presenting as folk art to every strata." The diverse and steady clientele in this industrial neighborhood supports the appeal.

Maser's relationship with the cuisine of Mexico began early. He was a lada de mole plate is my first really fantastic memorable dish called. Instead of going to Europe, like most graduates, Maser leap to restaurateur. He co-owns Cafe Fanny with Waters where the birthplace of their version of Mexican fare Thursday through day nights.

The husband and wife team took over Picante Taqueria in 1994. They changed the name of the 12-year-old location to Picante (kitchen, instead of the previous taqueria reference) and create a restaurant that would satisfy their dining expectations. so much variety that I don't have to be too inventive," said Maser. The food possibilities. The Masers commitment and integrity demonstrated. Fresh corn tortillas are homemade on the spot. Dishes are prepared with simplicity, flavor and standards. Tamales are prepared with freshly ground masa that is corn husks for \$3.75. Sample the vegetable tamale (butternut roasted poblano chiles) or the Nortenitos tamale (pork braised chile sauce) and you won't be disappointed. The delicate nature are wonderful.

Food historians will appreciate the distinction of the cuisine here. As the story goes, this original Tijuana version was given by Kennedy, acclaimed authority of Mexican cuisine, by Alvaro Cardini. The Cardini's owned Cesare's Palace, a famous restaurant in Tijuana in the 1920's. Kennedy presents this recipe in his book *Regional Cuisine* and Picante notes the clarification of some table top signs at each table. "Diana Kennedy has been the country with a spoon," Maser shared with obvious pleasure to experience that influence at Picante. While the popularity offered, freshness and variety are the rule rather than the exception. The menu is affordably priced from \$1.50 to \$6.75. In quesadillas, tacos, tostadas and enchiladas the desserts are no exception. The flan is delicious and silky. Mexican wedding very special angel food cake and rice pudding are also featured. For a complete dining experience, however, and the perfect to your meal, the cafe de olla is a must. This black coffee is with brown sugar and delicately spiced with orange peel and cinnamon.

Presently, Maser is planning to modify the menu and the service as well as offer margaritas with the addition of a bar on the year. For now, Picante Cocina Mexicana is open Sunday through Thursday from 11 a.m. to 10 p.m. and Friday and Saturday a special Sunday brunch menu is offered from 11 a.m. to 3 p.m. 525-3121 for orders to go. Better yet, make the drive and dine in. The atmosphere is festive and relaxing casual.

★ ★ ★
WEEKEND SCENE: Hiroshima at Kimball's East... Dave and Orquesta Gitano Saturday at Kimball's Carnival... pianist Marta Felman Saturday at the Maybeck Recital... Brown at Scott's... Ken Kanikapila and Friends at the... Dave Widlock and Matt Brubeck Friday and Karen Blixen at Santiago Saturday at Daniel's in Albany... Nob Hill Sound the Oakland Veterans Memorial Building and Sunday at the Mont Veterans Memorial Building.
Marian McPartland Trio at Yoshi's Nitespot... Tommy Lisabell Saturday at the Pacific Coast Brewing Co... Thursday at Coffee Head... Terry Hanck & The Soulrocks... the Joyce Garcia Band Saturday at Brennan's... John Tuma made Inn... Jungular Grooves Friday and Root Awakening at the Paradise Bar & Grill... The Raymond Victor Band Friday Rhythm Sheiks Saturday at The Baltic... Frankie James and Orchestra Monday at the Radisson Hotel Union City.

★ ★ ★
COMEDY SCENE: Tree at the Punch Line Walnut... Bradley at Tommy T's San Ramon... "Comedy By the Bay" day at Geoffrey's Inner Circle... SAN FRANCISCO: Geoff the Punch Line... Rick Overton at Cobb's Comedy Club.

"What has you on you
What has you when you
On what for strength
My virtues
dear old son

Naughtinessy: 'Does this one feel good'

Panthers rock ACCAL as they win division title

Gardella

horn blew, signaling Friday night's game between St. Mary's and El Cerrito, the Gauchos onto the field, the defensive unit was al-

running back Roy Jackson. The two seniors, each having played a key role on his side of the ball, embraced, their

Smiling after this off to the side, holding hands, parents and students make his hand and con-

A St. Mary's alum said, unzipping his cheerleader for you know who I was coach," the alum said. The man was wear-

ing this one feel good," said, as the two 30-plus seasons of games and big wins Shaughnessy pumped. Cerrito players stood on their home field, the Panthers celebrate. face down on the field as friends tried to

console him.

The ramifications of the 14-8 Panthers victory were known to all present. St. Mary's (8-1, 5-1 ACCAL) is the Alameda-Contra Costa Athletic League Rock Division champ for the second year in a row, and will advance to the North Coast Section playoffs. El Cerrito (7-1-1, 4-1) will play its final game of the season tonight. Even with a win against Albany, the Gauchos, who would end the year with a 9-1-1 record, won't get an at-large bid for the NCS play-offs.

The game offered a study in contrasting styles. El Cerrito favors a high-octane, West Coast-style of play. The Gauchos came into the game averaging 40.8 points. Since playing Pinole to a 29-29 tie in the third game of the season, the Gauchos had outscored opponents, 240-52.

The Panthers' offensive philosophy, however, is diametrically opposed to El Cerrito's. The team from Berkeley incorporates a running back tandem of Hayes and Nathan Fripp which runs the ball on practically every play.

Of their 56 offensive plays, the Panthers ran the ball 46 times, gaining 10 of their 11 first downs on the ground. The Gauchos were limited to three second-half possessions. EC's top-ranked offense recorded just four first downs and gained 103 total yards, 238 below its average.

Gauchos quarterback George Phillips, who leads the ACCAL in



Norman Hayes, St. Mary's running back, is chased by a gaggle of defenders earlier this season.

Jeff Lindquist—STAFF

See ACCAL, page 12



Marcus Williams doesn't have to hold his head down anymore.

Jeff Lindquist—STAFF

Williams' big plays puts Berkeley into the playoffs

By Scott Kaplan

One would have to be institutionalized to not consider Berkeley's Marcus Williams a Division I college prospect.

Quite simply, the 6-foot-4 senior oozes all the attributes for a big-time college player with great size, quickness, leaping ability, and above all else, he's the epitome of a clutch player.

Last Friday at Antioch's Ellis Field, Williams was the decisive force in the Jackets' thrilling, 29-28, victory over the Panthers, scoring three touchdowns, including a 17-yard reception with 1:28 left which set up Devin Martin's game-winning 2-point conversion run.

Williams' propensity to turn in the enormous play has propelled the Jackets into the North Coast Section playoffs for the second consecutive season.

The play last Friday defied adjectives. Along with the game-winning score, Williams added a 53-yard interception return for a TD.

He also hauled in a 35-yard TD reception off a Hail-Mary pass as time expired in the first half.

"He (Williams) will play on Saturdays (for a college football team) on TV," said Jackets coach Mike Tuiasosopo. "We talk a lot about people finding a way, and tonight Marcus Williams played big time, period!"

While Williams stole the show last Friday the Jackets collectively have turned in another superb season. Berkeley is 6-3 overall, 4-2 in the Bay Valley Athletic League, and in a week will play in the NCS 3A playoffs along with BVAL rivals DeLaSalle and Pittsburg.

For Tuiasosopo the NCS berth has got to be sweet. Not only will the Jackets literally be ousted from the BVAL next year much to Tuiasosopo's dismay, but Berkeley wasn't exactly labeled an upper division game in league by prognosticators.

"Berkeley is in the playoffs again," said Tuiasosopo. "I'm on a high right now. Our kids are amaz-

ing. How can it get any better than this."

In the Antioch win Berkeley received solid efforts from tailback Martin and QB Will Atkins. Martin rushed for 103 yards on 18 carries while Atkins had his fourth straight 100-plus yard passing day completing 10-of-18 for 156 yards and 3 TDs.

Berkeley fell behind, 7-0, after one before making inroads on Antioch's top-ranked defense. The Jackets put together an 80-yard, seven-play drive capped off by an 11-yard TD reception by tight end John Vogler. Berkeley fell behind twice more in the opening half, but each time, Williams came through. First with his interception return, then his improbable TD catch at the end of the half.

It appeared that Antioch had

See PLAYOFFS, page 12

Berkeley
29
Antioch
28

pite handling Salesian any's year frustrating

Kaplan

High football team's over Salesian last week close to quell-ions of a tough sea-ness the fact that it time butt-kicking to is bound to uplift

very little drama as to a 39-12 lead at

halftime. The Cougars were sparked by an 82-yard punt return by Kave Golabi just 2:24 into the contest.

Dante Troupe hauled in a 12-yard touchdown reception later in the quarter to make things, 13-0. Quarterback

Albany
52
Salesian
18

See ALBANY, page 12

Albany'll 'kill' to repeat as champs

By Gray Cathrall

The Lady Cougars of Albany proved early in the week that they'd "kill" to repeat as the ACCAL champions in volleyball.

The ACCAL finals, scheduled for last night, featured Albany, now 13-0 in league, 31-4 overall, and Bishop O'Dowd for the second straight year. Last year the Cougars won in their own gym in five games, coming back from a 2-1 deficit in perhaps the most thrilling volleyball match in the school's history.

"We're the defending league champions, and we've beaten O'Dowd three out of the last four times. There's definitely a lot of pressure on us," said Ott, "but everyone's pumped for the finals. It's one match, with winner take all."

"It'll be a hostile crowd and real loud (at O'Dowd, site of this year's semifinals and finals), but that's the way it is. This group of girls seems to thrive on adverse situations."

In a semifinal match with Piedmont Tuesday night, the top-rated

Cougars totaled more than 30 kills in their three-game sweep of the Highlanders, 15-5, 15-0, 15-10. The big-hitters, Lindsay Kagawa, Karen Sillers and Sara Ness, took care of the power game against an inconsistent and overmatched Piedmont.

The numbers don't say it all, but they come close to describing Albany's dominance: Sillers — 10 kills, three blocks, 10-of-12 serving; Kagawa — a perfect 12-of-12 on serves; seven kills, two blocks; Ness — five blocks, seven kills, 13-

of-14 serves.

"We're 90 percent as a team in serving for the season," said Albany coach Konrad Ott. "Last year we were maybe 70 to 80 percent in serving efficiency, so we have achieved one of our goals."

They're efficient and fast. The Cougars dispatched Piedmont in exactly one hour.

Albany allowed the Highlanders to get within four points at 9-5, then got serious, forcing Piedmont into

See CHAMPS, page 12

Seifert capable of salvaging 49ers' troubled season?

everyone was Day, Nov. 12, would travel to the unofficial game would team in the all over with a fantasy, a wish-

not the best or the second- are not even the

10th-best team. They're ordinary. They may even be worse than ordinary.

It's difficult to factor in all this because we're so used to the 49ers being confident and poised, the standard for all of pro sports. But as of today, they are the ones who are scared, they are the ones who don't know their direction, and who wonder if this losing streak at



Lowell Cohn

the hands of crummy teams will ever end.

So here are some thoughts about the 49ers collapse, which may be temporary or could go on a long time: Last Sunday, it was the 49ers, committing five turnovers, three inside the Carolina 5-yard-line, who looked like the expansion team. All credit to George Seifert for what he's done in past seasons,

but his team does not seem prepared to play football, and whose fault is that? You may be thinking that the 49ers have great excuses for being awful because Steve Young has been hurt and poor William Floyd had his knee butchered. But against the Panthers, the marquee players, the veterans, accounted for some of the most grotesque plays — Jerry Rice losing the

ball at the 1-yard-line, John Taylor committing the same unforgivable sin, Rice being called for three penalties. Injuries don't account for things like that.

You have to assume that, unless God himself walks into Texas Stadium next Sunday and orders the Cowboys to lose that the 49ers will have a 5-5 record

See COHN, page 12

Bliss ends career with heart Albany

By Gray Cathrall

Courage comes in many sizes and always appears at unexpected moments.

At 5-foot-5, Albany High senior Elsa-Jennie Bliss is not one of the physical giants of ACCAL tennis, but the Cougars star has a heart that overwhelms the competition.

Though ill with the flu last week, Bliss made sure none of her opponents at the ACCAL tennis championships were aware.

She didn't win it, but fought hard in the final before succumbing to St. Joseph's Carolina Fernandez.

She quietly swept by Mina Nikanjam of De Anza, 6-0, 6-1, in the quarterfinals, but had to face Piedmont's frosh whiz, Kerri Roemer, in the semifinals. Bliss had lost in straight sets to Roemer earlier in the season, so the rematch at Alameda's Harbor Bay Club, drew a large crowd.

Displaying a powerful serve, Bliss led all the way in the first set, surprising Roemer in a 6-2 win. But tennis is nothing if not mercurial. For a moment, Roemer overlooked the fact that Bliss was a senior who had played all four years in the league championships, and won the second set, 6-2.

"I knew I could do it, and I thought I was ready, but I was kind of sick," she said of her match with Roemer. "I lost some key points in the second set and it kind of got to me, but I knew by the third set I could do it."

The big Bliss serve returned in the third set. Her ground strokes were on target, and she was everywhere, racing from side-to-side to return nearly everything Roemer handed her. The result was a 6-3 win and the opportunity to play the tournament's top seed, Carolina Fernandez, in the finals.

Instead of exulting at her 3-set win over Roemer, Bliss praised her opponent, displayed the selflessness that has made her easily the most popular and respected player in the league.

A one-hour break provided some needed rest before playing the hard-hitting Fernandez, a senior on a student visa from Spain, and the prohibitive favorite.

"I lost to her 6-4, 6-0 the first time, and I just wanted to improve," Bliss said. Refusing to play the role of the underdog, Bliss immediately took a 4-1 lead and had Fernandez reeling.

"I moved around a lot; I even

came to the net and won a game doing that."

But her backhand was failing her and Fernandez, a veteran clay court player, took advantage, pulling even at 4-4, then winning the final two games for a 6-4 first-set victory. Nearly every game went to 40-40, and with the no-add rule in force (to speed up play), the next point after 40-40 was the game winner.

Fernandez jumped out to a 4-1 lead in the second set, but Bliss and the heart that wouldn't quit, battled back to a 4-4 tie.

"There was a call, I think, and I lost my concentration," Bliss said. "Suddenly it was 5-4. Then it was 6-4 and she won. It was so close."

For Bliss, the end of four exciting years of high school tennis meant no tears. That's not who she is.

"I was happy with it. It was my last game for Albany High School, and I was happy knowing I had given Carolina a tough game."

Cougars coach Frank Brown recalled, "The first time I saw her as a freshman, I knew she had it. In four years, she has led by example. She is a great person and by far the best player at Albany in at least seven years. You don't replace an Elsa-Jennie Bliss."

Albany

Continued from page 11

Burlin Germany completed 5-of-6 passes for 95 yards.

Senior tailback Lewis Mackey rushed for 103 yards on eight carries, while sophomore Billy Zeier (second cousin to Cleveland Browns starting QB Eric Zeier), ran for 53 on seven carries.

Albany is 2-7 overall, 2-3 in the ACCAL. The Cougars three league losses have come by a combined 15 points, and while the near-misses to St. Mary's, Piedmont, and De Anza have been disheartening, Albany can still save face when it faces off against rival El Cerrito tonight (7 p.m.).

"That's a championship game for us," said Freeman in reference to the contest with the Gauchos. "I've been watching them (El Cerrito) all season and I don't think they're better than us, they've just been playing up to their opponents better than us."

Actually by virtue of their loss to St. Mary's, El Cerrito, like Albany, will more than likely not extend the season into the NCS playoffs despite an excellent 7-1-1 record.

Fax Schedules & Rosters to 339-4066

CAL CAL DIGEST

Kittridge, Albright lead water polo win

The Cal men's water polo team (15-5) defeated UC Santa Barbara, 17-8, last Saturday at Spieker Aquatics. The Bears were led by senior co-captain Nick Kittridge's five goals and sophomore co-captain Brent Albright's three goals. The Bears next host UC Davis, Saturday at 10:30 a.m. before traveling to Stanford for the Big Splash, Nov. 18.

Women's soccer team ends with split The Cal women's soccer team wrapped up its season over the weekend by splitting a pair of games at home. The Bears nipped Pac-10 foe Arizona, 3-2, on Friday to finish their conference schedule at 3-4. Cal then fell to No. 6 Santa Clara, 3-0, to end the campaign at 8-10-1, improving its win total by three over a year ago. Junior Allie Kemp was the scoring leader with 12 points (four goals, four assists), while junior Rachel Davidson paced the team in goals, scoring five times despite missing five matches due to injury.

Hunter's trick paces men's soccer team over S.D. State After soundly defeating San Diego State, 5-3, in overtime Friday at Witter Field, the Cal men's

soccer team wrapped season Nov. 5 with a 4-2, against the Bruins. Bolstered by Adam Hunter's four goals, the Bears kept pace with the Bruins' 2-0, 10 minutes. With a record, 1-4 in Mountain Sports Federation.

Women's volleyball unranked opponent

The Cal women's team (11-13, 4-1) finished three hours of action on the weekend, defeating Lady Dons, 3-0, on Pac-10 foe Washington, 3-2, and Washington State, 3-0. The Bears disposed of the open the homecoming 12 kills of senior Heidi Emmrich.

Cal extended its invitation State to finish actually had two but could not pull off Sophomore hitter Wickman led the kills and Emmrich reer high 18 kills.

Cohn

Continued from page 11

by Sunday night. You have to figure that they can't win in Dallas with or without Steve Young. You have to figure the Cowboys are going to take revenge upon the Niners.

OK, where does all this leave San Francisco? Well, in 1988, the wheels were coming off the 49ers

Champs

Continued from page 11

errors and closed out their 15-5 win on and ace by Sillers and Megan Meyer.

Ness and Meyer put on a serving clinic in the second game, giving the Cougars a 10-0 lead in less than 15 minutes. Katie Akana closed out the final points for an easy 15-0 shutout.

wagon just like now. They were 6-5, having just lost to the Raiders, 9-3. It was a pitiful offensive effort, much like what we've seen lately, and Eddie De Bartolo Jr. had already begun to drop hints to Bill Walsh that maybe the tenure of the Genius should come to an end.

Then Walsh did the best coaching job of his career, turned

disaster into glory and won his final Super Bowl.

This, of course, is what Seifert must do no matter what happens in Dallas. I'm not saying he has to win a Super Bowl. That seems out of the question. But he has to make this season respectable. It's his job. It's the reason he's the second-highest paid coach in the league. The only question is: Does he know how?

And there's something else. The 49ers offensive unit is growing old before our eyes. The core of the offense still consists of players Walsh brought in — Young, Rice, Taylor, Brent Jones, Harris Barton, Steve Wallace. They are aging, becoming brittle, injury-prone. Seifert has shown

no special ability at finding great replacements, at regenerating the organism. Where is his Rice, his Young?

Looked at dispassionately, this offensive decline, 14 points in the last two games, was totally predictable considering the ordinariness of some of the players Seifert has recruited: Derek Loville, Elvis Grbac, J.J. Stokes and others.

When Seifert took over the team, he was like a driver who was handed a state-of-the-art formula racing car. Sure, Seifert could drive it. He won a Super Bowl in his first race using Walsh's car. But could he rebuild it? Could he improve it as other teams were getting wise to the

technology? Seifert has never shown any genius in those areas, and now his team is in decline.

When the season started, it was reasonable to assume that the 49ers would have a 9-0 record on this date, their opposition was that pitiful and the Niners seemed unstoppable. That 9-0 is a modest 5-4, and now the schedule gets tougher. So let's indulge ourselves, play with numbers and figure out what the 49ers' final record will be, giving them the benefit of the doubt wherever possible.

They almost surely will lose to Dallas, Miami and Buffalo. Why should we assume anything else? If Young comes back and plays well, and Stokes can assert

himself, and they go decent fullback, and seize control, the 49ers beat the Rams, Patriots and Falcons, but there are no guarantees.

OK, that would be 9-7, nothing special, probably just good enough to qualify for the playoffs. This means the 49ers scale down their months ago this season about getting board advantage for the championship game. Cowboys. That's ancient history. Now is about surviving a final cut. And that's humbling as hell.

Playoffs

Continued from page 11

things in hand when fullback Brian Johnson rumbled nine yards for a TD with 3:02 left. Berkeley's offense which had looked shaky the entire second half, suddenly erupted. On first down from its own 20, Atkins ran a sneak for 25 yards. Martin then proceeded to turn in his longest run of the contest, a 35-yarder to bring up first down at the Antioch 20. After a couple of blotched plays and an 8-

yard Atkins run, it was fourth down and ultimately Williams heroics.

On the reception, Williams made a neck-high grab while just barely staying in bounds. The Panthers made a bonehead mistake getting hit with an unsportsmanlike conduct penalty which moved the ball half the distance to the goal on the conversion try.

Martin then took the hand-off from Atkins and followed a solid core of blockers easily into the end zone for the advantage.

ALBANY/BERKELEY SOCCER CLUB

El Cerrito Hurricanes 2 Thundervikings 1

For the Hurricanes, Matt "Rocker" Howser scored 2 goals, while Chris Carpenter and Brandon Perry played aggressively on defense. For the Thundervikings, Noah Flessel scored a goal, his eighth of the season. Cody Rose had an assist. Second half keeper Wiley Rogers

played an outstanding game in the goal.

Dire Wolves 2 El Cerrito Pirhanas 1

Scoring for the Dire Wolves were Sam Martinson and Michael Estis. Adam Alcades and Martinson assisted on the goals. Alex Goines was also outstanding on offense, while Han Barrett-Liu and Reese Bullen sparked the defense.

ACCAL

Continued from page 11

completion percentage, was just 3-for-12. Running back Antoine Lacy was limited to 29 yards on seven carries. The ACCAL's third leading rusher entered the game averaging 105 per contest. And wide receiver Jamaal Cotright, who was averaging over 25 yards per catch, made just one reception for five yards.

"We just play smash-mouth football," Shaughnessy said. "We thought that if we could control the ball on offense, we could pound them physically. Sometimes, our best defense is our offense."

The Gauchos won the coin toss and elected to receive the ball. On their third play, Phillips threw a screen to Lacy who ran untouched for a 70-yard score. From then on, it was all St. Mary's.

"They took it to us up front," EC coach Frank Milo said. "I didn't think they'd handle us like that up front."

The Panthers first score came courtesy of Roy Jackson. Jackson played perhaps his best game of the season, stuffing the run and sacking Phillips twice.

With 9:28 left in the second, the senior blocked a punt deep in EC territory, giving the Panthers pos-

session at the Gauchos' 10-yard line. Three plays later Rashad Slocum rushed in from two yards out. A successful 2-point conversion tied the game at eight.

St. Mary's scored the winning TD midway through the last quarter, on a drive that started at its own 43-yard line. The two-headed monster of Hayes and Frupp carried the ball 10 times, culminating with Hayes scoring from three yards out. Hayes and Frupp carried the ball 41 times. Frupp had 99 yards on just 13 carries.

The Panthers are on the road tonight against College Park at DVC. A win could give them home-field advantage in the first round of the playoffs.

EC improved enough to be ranked as one of the best teams in the East Bay. They won't advance to the playoffs because only three from the ACCAL will be invited.

The two divisional winners, St. Mary's in the Rock and Piedmont in the Stone, get automatic bids. A third at-large team is voted in by the coaches.

Bishop O'Dowd, which has only one loss and beat St. Mary's, will be voted in. The Gauchos, by virtue of their loss to the Panthers and the tie with Pinole, will stay home.

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East Bay Events

Poetry for fun

Berkeley poet — and grandmother — Jacqueline Bandel reads from her recently published book *In and Out the Window: Childhood in Verse*, on Sunday, on Nov. 12, 2 to 3 p.m. at Barnes & Noble at Oakland's Jack London Square. Her presentation provides plenty of fun — it's interactive, including costumes, props and treats.

If you miss her this Sunday, she'll be at Orinda Books in the Orinda Village Square on Saturday, Nov. 25.

Announcements

Costa Civic Theatre is looking for actors for *The Heidi*. Needed are 12 women ages 20 to 45 and five to six men. The play will run Jan. 12 through Feb. 24. All roles are open; no appointment necessary. Actors will be asked to read from the script. Auditions are Monday, Nov. 13 at 7:30 p.m. and Tuesday, Nov. 14 at 7:30 p.m. at 951 Pomona Ave., in El Cerrito. For more information call 4654.

Check out these cows, man

Bungee Jumpin' Cows visit Tilden Park Nature Area this Sunday from 2 to 3 p.m. to share "the far Side of Music" with their audience.

Say Tilden naturalist Tim Gordon, "(The Bungee Jumpin' Cows) cansing songs of slugs and works and rocks and wind, of fronts and fire and plate tectonics."

Hear Mel McMurrin, Kevin Beals, Peter Madsen and Lynn Barakos in this free performance. Vintage Parisian songs

Vintage Parisian music of the first half of the century is the specialty of the Baguette Cafe, appearing Nov. 10 at 8 p.m. at St. Alban's Church, 1501 Union St., Albany.

Lavault sings and plays accord  on, Rachel Doring, violin; Trevor, contr  basse; and Oliver Zyngier, guitar and mandoline. Reservations call 528-3723.

Classic steps

Peten, director of Dance Through Time, will introduce World dances at MusicSources this Sunday at 5 p.m.

Everyone is welcome to learn the fox-trot, tango, animal dancing and lively accompaniment for all ages. A reception and a walk to explore the center and its unique history garden at 1000 S. Berkeley, follow the dance session.

Tickets for the event are \$16; \$13 for members and students. To reserve call 528-1685.

American pianist

Argentinian pianist Mart Felcman plays selections ranging from classical to contemporary Argentinian composer Guastavino at the Recital Hall, 1537 Euclid, Berkeley. Her 8 p.m. Saturday performance is a preview of her Los Angeles debut the following day. Tickets are \$20 and advance reservations are recommended. Call 528-1685.

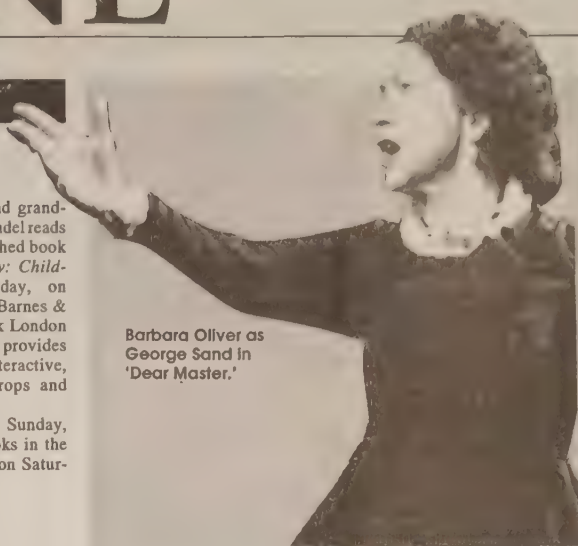


Paintings and poetry

The Gallery displays paintings by Susan Wood through Nov. 10.

The gallery also hosts open mike poetry Sunday evenings from 7:30 to 9 p.m. This week Ed Smallfield and Paula Farkas will present

More East Bay events next page



Barbara Oliver as George Sand in 'Dear Master.'

Oliver enriches theater scene

Aurora Theatre opens fourth season

By Carol Egan

In recent years a small theater company in Berkeley has been receiving recognition for its superb, highly intelligent productions. The group in question is the Aurora Theatre Company, founded by actor/director, Barbara Oliver, one of the Bay Area's best known character actresses.

Little did she realize it, but Barbara Oliver's career in theater was to take on a whole new dimension following the production of *Dear Master* in 1991. A theatrical arrangement of the correspondence between French writers George Sand and Gustave Flaubert, it was a long-term project of Oliver's and renowned Berkeley writer Dorothy Bryant. That production soon led to the creation of The Aurora Theatre Company.

Barbara Oliver's career in the theater really began long before. Discovering her interest in theater as a child, she later trained professionally at Carnegie-Mellon University's drama department. After a hiatus of many years, during

See OLIVER, page 20

City Club hosts new chamber opera company

Opera da Camera initiates its first season of chamber opera at the Berkeley City Club with a comic double bill: *Rita* (or *The Battered Husband*) by Gaetano Donizetti; and *Susanna's Secret* by Ermanno Wolf-Ferrari. Performances are Saturday Nov. 11 at 8 pm, Sunday, Nov. 12 at 3 pm, and Saturday, Nov. 18, at 8 pm.

Rita relates a second husband's attempts to escape a shrewish wife when her first husband unexpectedly returns from the dead. The two husbands try a variety of contests to determine who will have to remain. In the cast are Marcelle Dronkers, Harvey Gorn and Richard Goodman. The opera will be staged by Olivia Stapp.

Susanna's Secret concerns a jealous husband's suspicions of his wife's infidelity, triggered by her unexplained pattern of behavior. In the cast are Eileen Morris and Scott Patton. The opera will be staged by Tom Acord.

The inaugural season of Opera da Camera features four additional productions, including Menotti's *The Medium*, Ethyl Smythe's *The Boatswain's Mate*, Seymour Barab's *The Public Defender* (world premiere), and a concert about three women: Arianna a Naxos (Haydn), Joan of Arc (Rossini) and Cleopatra (Berlioz).

The intimacy of Julia Morgan's City Club is considered ideal for these chamber works, however, seats are limited. Tickets, at \$15 general and \$10 children/students. The full season of all five productions is offered for the price of four. Phone 525-8024 for reservations further information.

Opera da Camera, produced under the auspices of Berkeley Opera, will present professional performance of quality works

Symphony's open rehearsal

Maestro Kent Nagano will be the master of ceremonies for the Berkeley Symphony's third annual composers project presentation, *Under Construction*, from 7:30 to 10 p.m. on Monday, Nov. 13, at St. John's Presbyterian Church, 2727 College Ave. (at Garber), Berkeley. Open to the public and free of charge, this innovative project gives audience members the opportunity to listen in on the rehearsal and performance of sections of four new works by Bay Area composers selected by BSO artistic coordinator Mu'frida Bell.

Conductors for the event will be J. Karla Lemon, music director of the Stanford Symphony Orchestra and George Thomson, music director of the Prometheus Symphony. The works to be read include Ketty Nez's *Afterimages*, Kurt E. Rohde's *The Mean Season*, Leo Eylar's *Rhapsody for Orchestra*, Richard Festinger's *Violuminescence*, and a work to be announced by BSO's principal horn Glen Swarts.

Masquers' version of 'Man of La Mancha' still an inspiration

Audiences "emerge into the night, bent swords in hand, ready for any giant that may come our way."

By Phyllis Lyon

An old literary saga set to music held no promise at all for theatergoers when a singing Don Quixote snuck onto Broadway in 1965. But the ho-hums turned into raves and the musical epic became a legend in its own time, won every award in the book and threatened to run forever.

The Masquers are currently reminding audiences why with a rich and rare production of *Man of La Mancha*, playing at their little theater in Pt. Richmond through Dec. 16.

Masquer casting is masterful down to the last muleteer, and in the case of the pivotal title role, particularly fortunate. Robert Roger brings considerable experience, acting talent and a rich baritone to the role of the quixotic knight errant. In his own personal quest to perfect the role, the 35-

year veteran of stage, radio and TV has starred in three productions of "La Mancha" elsewhere, and studied the classic Miguel de Cervantes novel in six translations.

Though the play's much-anticipated musical high point, "The Impossible Dream," may have been mocked to tatters over the years by comedians and lesser performers, Roger's affecting rendition is so dramatically fitting as to make snickers unthinkable. If standing ovations signify success, he has achieved his own impossible dream.

In the imaginative play within a play by Dale Wasserman, Cervantes and his creation Don Quixote de la Mancha are both fictional. Cervantes, actor, poet and tax collector, is imprisoned in a dungeon during the Spanish Inquisition for foreclosing on a church. He must, according to the rules, be found guilty or not by his fellow prisoners.

Acting out his defense, Cervantes turns into Quixote, the idealistic knight who is either the "maddest of wise men or the wis-



Robert Roger as Don Quixote in 'Man of La Mancha.'

est of madmen." He sallies forth on a sawhorse horse across the plains of La Mancha with his faithful manservant, now a squire called Sancho Panza (played short and plump with wry humor by Henry Bers), to right all the world's wrongs, to tilt at ogre-windmills.

Seeking a castle and a lord to knight him officially for his feats of valor, Quixote finds them at a seedy inn frequented by raucous mule drivers. And here he also finds a knight's requisite lady fair, in reality a slovenly barmaid, who he sweetly serenades in "Dulcinea."

A fiery, scratching and kicking Amy Ukena is outstanding as the

angry Aldonza who desperately wants to believe she is the knight's fantastic Dulcinea, not merely a bag of bones and a hank of hair poked by drunken bar flies. Ukena virtually stops the show with her high-wired portrayal of disillusioned rage in "It's All the Same."

Under the expert direction of Pat Nelson, Masquer players achieve the illusion of a panoramic saga with a cast of thousands within the reality of their small stage with actors doubling as prisoners and the figments of Quixote's imagination.

Scenic design is by John Hull

who, as an example of economy in

See LA MANCHA, page 20

Silly movie packs meaningful message

By Renata Polt

Three Wishes is part fairy tale, part '50s memoir, and part message movie, and somehow the parts fail to mesh into a satisfying whole.

The film starts out in the present day. Tom Holman (Michael O'Keefe) has lost his business and is about to lose his house. Why is this man not smiling?

A near-accident makes him remember a period in his childhood, and most of the rest of the film takes place in 1955, in Tom's home town in the San Fernando

Valley.

Tom's mother, Jeanne (Mary Elizabeth Mastrantonio), hits a hobo with her car, breaking his leg. Though the police refuse to hold her responsible, she feels sufficiently guilty to invite the man, Jack McCloud (the ultra-buffed Patrick Swayze), to stay at her house until the leg is healed. Jack turns out to be a real rain-maker — maybe a baseball legend — maybe a lot more. And his dog, Betty Jane, may be a canine genie. No kiddin'.

See MOVIE, page 20



Seth (Gunny Holman) and Rosa (Betty Jane) in 'Three Wishes.'

East Bay Events

"Buffalo Poets in Absentia."
Red Cafe is at 1941 University Ave. in Berkeley.

Sundae season starts



Chamber Music Sundaes, featuring San Francisco Symphony musicians, opens its 16th season Sunday at 3 p.m. at the Julia Morgan Theatre, 2640 College Ave., Berkeley, with the Aurora String Quartet performing works by Mozart, J. Mori and Smetana.

Tickets at the door are \$13; seniors and students, \$10. A subscription to all five concerts is \$55, general \$40 senior and students. Call 845-8542.

Ballet at Zellerbach

Oakland Ballet wraps up its 30th anniversary repertory season Nov. 10-12 at UC Berkeley's Zellerbach Hall with a program that includes Kurt Jooss's 1932 anti-war masterpiece, *The Green Table*.

The Oakland production is being staged by Anna Markard, the choreographer's daughter. Oakland Ballet is one of the few companies internationally to have been given the rights to perform it.

When *The Green Table* was first performed in Paris in 1932 it was hailed as a powerful and brutal commentary on the events and outcome of World War I.

Performances are at 8 p.m. Friday and Saturday, and 2 p.m. Sunday. Tickets are priced from \$10 to \$32. Call 762-2277.

Off-Broadway in Berkeley

The Speakeasy Theatre Company performs *Frankie and Johnny in the Clair de Lune*, Terrace McNally's 1987 off-Broadway hit about a man and a woman "not young, not old, no great beauties either one..."

Featured are Don Wood and Susan Davies; Helen James directs. Performances are Thursdays and Fridays at 8 p.m., Saturdays at 5 p.m. at Black Pine Circle Theater, 2016 Seventh St., Berkeley. For more information call the STC hotline @ 415-331-9595, ext. 195.

Soprano takes stage

Spinto soprano Vismaya Lhi, accompanied by pianist Michael Orland, will sing Saturday, Nov. 11 at 8 p.m. as part of the Trinity Chamber concerts series.

Her program will include music of Debussy, Satie, Fauré, Duparc, Mompou and Ginastera.

Tickets are \$8 and \$5. Trinity Chapel is at 2320 Dana St., Berkeley.

Baroque evening

An evening for French and German baroque music with works by Telemann, Couperin and D'Anglebert will be performed on period instruments Saturday at 8 p.m. Musica Verum presents the concert at St. Joseph of Aramatha Chapel, 2316 Bowditch in Berkeley.

Tickets are \$8 general, \$5 students and seniors. Call 525-4293

Movie

Continued from page 19

Eleven-year-old Tom (Joseph Mazello of *Shadowlands*, *The River Wild*, and *Jurassic Park*) complains that he never gets to have what the other kids have, by which he means primarily a father. Dad was a casualty of the Korean war, and Tom yearns for a father, or at least a father figure. Enter Jack.

Tom's younger brother Gunny (played by winsome little Seth Mumy) is a sensitive kid scared of the dark, snakes and dogs.

Enter Betty Jane. Soon she's sleeping on his bed.

The scene is quintessential '50s. The Holmans live in a tract house, where new \$13,000 cracker boxes are still under construction. Jeanne drives a station wagon. In the evenings, all the dads return from work; Little League is big business. In case we miss the point, we see the Holmans watching "Ozzie and Harriet." All this industrial-strength domesticity makes Jack nervous: How is he going to fit into this picture? Is the film really leading up to what it seems to be leading up to?

Of course Jack's presence in Jeanne's house causes gossip, and it's hard not to marvel at her trustiness, even for a supposedly na-

ive '50s woman: Who would invite a complete stranger to share her house, let alone leave her kids with him when she goes out? Well, like I said, *Three Wishes* is part fairy tale.

Jeanne is trying to start her own business, with the encouragement of former high school boyfriend and would-be suitor, Phil (David Marshall Grant), a control freak who might, however, make a good father figure for the boys.

On the other hand, Jack is the one who gets Tom's Bad News Bears-type Little League team into shape by coaching them in Zen-like attitudes: While their official coach is yelling "Don't let up," Jack's got the boys in a circle, chanting "ohm." Do they laugh him off the field? No, because suddenly they start winning. Jack's message of being yourself and trusting your individuality carries over into a surprising ending.

Three Wishes was directed by Martha Coolidge, who made *Lost in Yonkers* and *Rambling Rose*. As in those films, she shows herself to be an able director of children, but I wish she'd take more care in choosing her scripts. This one, by Clifford and Ellen Green, is just too hokey. Silly movies — especially silly movies with a message — are not something we need more of.



Phoebe Hearst Museum of Anthropology, University of California at Berkeley.

Oliver

Continued from page 19

which she raised her family, she returned to acting at age 40. She has been seen in numerous Bay Area theaters, won many awards for her acting and was last featured in Oscar Wilde's *An Ideal Husband* at the Berkeley Repertory Theatre.

In a recent appearance at Cody's Books, Oliver and Bryant described the genesis of *Dear Master*. Oliver had just turned 60 when Bryant approached her with the possibility of turning the literary letters into a theatrical work. As the two women discussed the project, it became clear that both were interested in pursuing it. Oliver assumed the role of Sand (who was also 60 when her correspondence with Flaubert began) with Berkeley Repertory Theatre colleague, actor Ken Grantham as Flaubert. As soon as the piece was scripted they began to give a number of readings, and Bryant continued to tighten.

Thanks to two fortuitous circumstances *Dear Master* was able to receive a full-blown theatrical production in fall 1991. In the theater-poor East Bay, Oliver managed to locate a well-suited space for the play at the Berkeley City Club's intimate Patio Room. In addition, the Skaggs Foundation granted several thousand dollars toward the project.

Advance word of *Dear Master* spread quickly, and all 16 performances were sold out before the play even opened. Locked into their other performance schedules, Oliver and Grantham were not free to extend the run at the time. However, feedback from the production was so tremendous that Oliver realized they had struck a chord and were filling a void in the theater-goer's world. This play, with its emphasis on language and ideas, allowed the viewer to return to a more intimate, though certainly not simple, theatrical event.

La Mancha

Continued from page 19

casting, is also seen on stage as the doctor, the niece's fiancée and the Knight of the Mirrors who pitifully pops the Knight of the Woeful Countenance's balloon. Hull's one-set dungeon, with a ladder stage top for descending Inquisitors, expands into dusty plains and castle-inn by the ingenious use of props, with the added advantage of minimizing scene-changing time.

True to the epic novel, "La Mancha" begins as a humorous satire ridiculing the foolishness of knights errant and the silliness of all that chivalry. Framed as it is in the darkness of the Inquisition, the play winds up asking serious questions about survival in a nasty world. Philosophically, is the unexamined life worth living or not; psychologically, is the guy who believes he's Napoleon really that bad off. "La Mancha" comes down hard on the side of impossible dreams, fantasy and illusion.

In a play that treads dangerously on the edge of sentimental melodrama, the Masquers' engaging performances avert a fall. Fans among us, who never saw a Masquers' musical we didn't like, emerge into the night, bent swords in hand, ready for any giant that may come our way.

The following spring, in April 1992, the collaborators were able to remount *Dear Master*, this time under a more professional contractual arrangement which paid the performers and technical and house staff equitably. Whereas the initial run of 16 performances earned \$7,000, because of its expanded costs the three-month revival lost \$7,000. Nevertheless, plans were now well underway for the founding of a new theater. Using the fee she received from doing two readings of *Dear Master*, Oliver paid for the very first brochure announcing the Aurora Theatre Company's premiere season.

During this time Oliver was busy gathering together a board of directors and collaborators. In addition to Bryant and Grantham, there was also director, Richard Rossi. By January 1993, Aurora Theatre had received non-profit status. With the 67-seat Patio Room at the Berkeley City Club reserved for their first season, they mailed the brochure to hundreds of friends and known East Bay theater-goers.

Oliver was determined that they would have to pre-sell enough tickets to cover the season's expenses. As soon as the magic number was reached, she rushed to the bank to open an Aurora Theatre account and deposit the checks.

The first season included three plays: *Candida*, *The Gin Game* and Charles Dean's one-man show, *Mea Culpa*, *Chuck Connors*. Colleagues and relatives peopled the Aurora stage that season. In addition to longtime friend and Berkeley Rep colleague Dean, Oliver also cast Kimberly King, another Rep associate, in *Candida*. She herself played opposite her late husband, William Oliver, in *The Gin Game*.

The next season was a bit more ambitious with four plays and a special event for the subscribers. The plays were Truman Capote's *Holiday Memories*, Harold Pinter's

No Man's Land, Henrik Ibsen's *Ghosts*, and an evening of two one-acts, Shaw's *How He Lied to Her Husband* and John Morton's *Box and Cox*. Subscribers received an additional treat in the form of a performance by Anne Galjour of her one-woman show *Hurricane*.

By necessity all productions are on a small scale involving no more than six characters. This, of course, limits Oliver's choice of repertory. She tries to do a new play each season, though there's no official policy to that effect. Last year's exquisite production of *Bailegangaire*, by Irish playwright Tom Murphy, was the least successful of the season. The season opener, Shaw's *Mrs. Warren's Profession*, on the other hand, played to sellout houses throughout its run and earned two Bay Area Critics Awards for Outstanding Director and Outstanding Lead Actress.

This season the Aurora will again present four plays, each with a four-week run. Having learned from past experience, Oliver now requests her actors to keep two weeks free following the productions in case the management wants to extend the play. This will happen only if they sell to 85 percent capacity for the regular run.

The 1995-96 season opens with a French farce, *La Castrata*, written by Scribe. Previews begin Nov. 10 and the play opens on Nov. 16. It plays through Dec. 10. In late January previews begin for the second production, Dorothy Bryant's *The Panel*. The play's subject is Simone Weil, the French philosopher-activist-mystic. The final two productions of this season will be *A Kind of Alaska* by Harold Pinter and Alan Ayckbourn's *Intimate Exchanges*. The season ends June 23.

Though Oliver is ever-present, frequently directing or performing in the Aurora productions and always having the final word regarding repertory and casting, she still

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By DEAN NILES / Edited by WILL SHORTZ

ACROSS

1 Rod with a bat

6 Switchblades

11 It's not wanted

19 English architect Jones

20 "Clueless" star Silverstone

21 "I Teller" Reddy hit

22 Classic Whitman poem

24 Fourth-century pope

25 Franklin Mint ware

26 Bulldozer, in Brighton

28 Burgs

31 Manhandled

32 Bull, of a sort

35 Hydrosphere components

36 It's catching

38 Snaffle bit

40 Supermarket check

41 Process of mountain formation

43 Scottish Gaelic

44 "I didn't know that!"

45 Fifty past

47 1955 song "Fifty Million Times"

48 Crimson rival

49 Mikhail's wife

51 — (Kookie) Byrnes

52 New London-based org.

54 Former First Family

57 Clink

58 Eagle, e.g.

59 George Meredith novel

62 Some martinis

64 Film character with the voice of Frank Oz

66 Upkeep

68 Kind of hand, in euchre

69 Confers

72 "Hannah and Her Sisters" star

74 Campers

77 Curriculum range

78 Tyke

80 N.C.A.A. regional

81 Piece

82 Early summers

84 Fleur-de—

85 Hua's successor

87 Convex molding

89 — grass

90 Site for a seat of honor

92 Curtained cone, in geometry

95 Abecedary phrase

96 Doubly

98 Taken care of

99 Charge

101 Peachy-keen

102 Red Sea republic

103 Hangdog

104 Well-thought-out

106 "Adam's Rib" co-playwright — Kanin

108 Examination

111 Louis XIV affirmation

112 Pavarotti encore

117 Radar blips

118 Jean Renoir film heroine

119 Some night life

120 Pizzazz

121 Lycra cousin

DOWN

1 Successor to the U.S.S.R.

2 "It's — win situation"

3 — Tin Tin

4 Shade of purple

5 Providing warmth, perhaps

6 Roy Rogers a k a Leonard

7 Boot follower

8 Protection money, in slang

9 Heavy

10 A & P competitor

11 Had something the matter

12 Finalize, with "down"

13 Strollers

14 More outdoorsy, as fashion

15 Abominable

16 Longtime record label

17 When repeated, a Kenyan revolutionary

18 Years, in Thiers

20 Lbs. and qts., e.g.

23 1980 Dom DeLuise film

27 Check for accuracy

28 Traveler's stop

29 Give in

30 Old Ted Lewis standard

31 Game in the woods?

33 Descartes axiom

34 Walks oddly

36 Registers, as a complaint

37 — Khan

38 Get, price-wise

39 Verges on

42 Heat

43 "Telephone Line" rock grp

46 Top

48 Newsy's special

50 Club, abbr.

53 Early woodwind

54 Almost catch, as the heels

55 "Time — the essence"

56 Outbuildings

60 Forrest's folks

61 Ron Howard TV role

63 Honor, in a way

65 Suffix with psych-

67 City in northern Italy

69 1991 Disney prince

70 Acts pushy

71 Cubic

73 Saucy name?

75 Carry-on item

76 Ripped

79 Mathematical constants

83 Devotee

85 Comedienne

86 70's teaching

88 With an empty expression

91 Unsurpassed

92 Cows and sows

93 Opposite of send packing

94 Pool shot

97 Punishing rod: Var.

98 Hatfield or Coats, e.g.: Abbr.

100 On the A-list

102 Ninnies

103 Meteors' paths

105 Orig.

106 "The Ballad of Reading —"

107 To — (precisely)

108 Part of ASCAP: Abbr.

109 1860's abbr.

110 Fleecce

112 " — will be done"

113 N.F.L.'s Blount

114 "Sail — Ship of State?"

115 Author Fleming

call these are role models?

In The Field: I heard a morning story the other day I'd like to believe I'm all but certain is. I've been more than my share of 6-year-old temper tantrums coming from (physically) grown men, of schoolyard-bully threats to sports-writers. I finally got tired of being around so many celebrities who were in reality garden-variety lowlives and functional illiterates.

I could only imagine then how these athletes treated their lovers, given the way they treated other men (e.g., Cleveland's surly Albert Belle during the World Series). It was dismaying that so many of them knew the word "bitch," but "woman" doesn't seem to be part of their vocabulary. Now, post-O.J., some of this is finally coming out. About time.

I've decried the apparent male-bashing on many afternoon talk shows, the endless parade of heels who've victimized women. In many cases, I felt the women were equally guilty in these bad relationships. But physical abuse is another matter. There is no excuse for it, ever. The fact that "role models" for our sons are doing it and getting away with it so often is a national disgrace.

Which brings me to the story. Considering the source, I have no doubt this actually happened. My friend is a widely respected professional who has had extensive business dealings with the NFL Players' Association. One night a few years

back, he visited the Bay Area home of a local professional football star. My friend was the only non-football player at the gathering.

The host, my source said, was a bright man, a graduate of one of the top academic schools in the country and someone whose name many of you would recognize immediately. Probably someone few would believe

capable of doing what happened next.

"This player's girlfriend came out and got into an argument with him. Then, suddenly and without warning, in full view of all these NFL players, he hauled off and slugged her, knocking her down. To my amazement, no one said a word. Nothing. Not one complained the guy shouldn't have hit the woman."

"I sat there in shock for the next half-hour, in utter disbelief."

Later, my friend says, he was still shaken up. He took one of the players aside who'd witnessed this sordid scene and asked him, "Why the hell didn't anyone say anything?" He said the player told him he wouldn't understand, that in their world this is the way you deal with problems — you

hit someone.

Remember this story the next time you want your kid to play pro football — or just about any other pro sport.

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Obituaries

HOWARD M. SEVERANCE

Passed away in Berkeley on October 27, 1995. Age 84.

Beloved husband of Sally T. Severance of Berkeley. Loving father of Charles r. Severance of Berkeley, Mary E. Hickman of Stockton. Adored grandfather of Damon H. Kemp of San Diego. Dear brother of Ellen Hamilton of Pacific Grove, CA. Native of Monterey, CA. Resident of Berkeley for 60 years. Former resident of Monterey.

Retired construction superintendent. He was a member of the Severance and Swetnam families, early settlers of the Monterey/Big Sur area. A Navy "Seabee" during WWII. He supervised construction of Admiral Nimitz head quarters on Guam. Highlights of his career included the building of Treasure Island and supervising of construction of several buildings for the 1939-1940 World's Fair. As well as hospitals, office and retail buildings, parking garages, and colleges throughout California. Following his retirement in 1972, he enjoyed designing and crafting beautiful furniture in his home workshop.

Private family services have been held with interment at the City of Monterey Cemetery, Monterey, CA. Contributions in his memory to the Berkeley Adult Day Health Care Center, 1890 Alcatraz Ave., Berkeley, CA. 94703.

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■ MARTIN SNAPP

Isaac, My Son: Why is it always the good guys who get assassinated?

Think about it: From the Gracchi to Gandhi, from King Henry IV to Martin Luther King, whenever a leader emerges who has a chance to lead us to the Promised Land, he gets killed. At this rate, the Nobel Peace Prize is becoming a death warrant.

Oh sure, every once in a while somebody tries to knock off a baddie, like Hitler. But they usually bungle the job.

Remember the myth of Sisyphus, the guy who was condemned to spend eternity pushing a heavy boulder uphill, only to watch it roll downhill side again? Now I know how he felt.

But maybe I'm wrong. Maybe this tragedy will finally wake people up. Maybe they'll follow Rabin's example and turn away from violence. Maybe the Israelis will take stock and realize what a monster they've created in their own midst.

Ditto for some of my fellow American Jews, who have helped bankrupt these racist hate groups in Israel. The blood of Yitzhak Rabin is on their hands, too.

Nah! Who do I think I'm kidding? I'll bet there are plenty of right-wing Jewish racists who are already sharpening their knives for Shimon Peres.

And the guys who run Hamas are probably thinking, "This is the perfect time to knock off Arafat."

Yeats once wrote that "The best have lost all passion, while the worst are full of passionate intensity."

Is this true? Have we, the good people of this world, lost our passion? Have we lost the will to shout down the haters among us?

And don't think we here in America are so superior to the Israelis. After all, this is the country of Mark Furman and Lewis Farrakhan. Of O.J. and Oklahoma City.

Every day we hear people on the right calling Bill Clinton a traitor. And people on the left saying AIDS is a Jewish conspiracy to kill blacks.

Like the Israelis, we've spent decades trying to protect ourselves from the external enemy, only to find that the real danger lies within. As the philosopher Pogo Possum put it, "We have met the enemy and they are us."

And, as Edmund Burke pointed out, "All that is required for the triumph of evil is for good men to do nothing."

Yitzhak Rabin's moral authority stemmed from the fact that he was a warrior who chose to put down the sword. He was a great war hero, perhaps the greatest in Israel's history.

Did you ever see the movie "Exodus"? Remember the Paul Newman character, Ari Ben Caanan, who outsmarted the Brits and outfought the Arabs while romancing that ultimate *shiksa*, Eva Marie Saint, on the side?

That was Rabin. Leon Uris, the author, consciously modeled Ari Ben Caanan on him.

But like all warriors, he saw enough of war to grow sick of it.

My father — a World War II vet himself — always told me, "You'll never hear a guy who was actually at the front reminiscing about his war experiences. It's only the ones who never saw any action who talk about the good old days."

So when we honor our fallen warriors, we aren't honoring the warmongers. We're honoring the victims.

Which brings me to this Saturday, Veteran's Day. At 6 p.m. here will be a ceremony at the Berkeley Community Theater in honor of the 21 Berkeley boys who died in the Vietnam War.

Coming together to lead this effort are none other than Mayor Shirley Dean (whose name used to be anathema to the Berkeley left) and Country Joe McDonald (the singer and anti-war activist who is the son of the late Florence McDonald, who was equally hated by those on the right). In its own way, it's as unlikely a pairing as Rabin and Arafat.

"I just don't see any good guys or bad guys anymore," says Country Joe. "There's just a lot of victims on all sides."

For her part, Dean says simply, "The war is over."

The memorial will be a hand-lettered scroll of names that will be hung inside the Veterans Memorial Building. But this being the '90s, there's also an online version.

On Saturday, the mayor will log onto the Berkeley page of the Wide World Web (<http://www.berkeley.ca.us>) and open the first Web page dedicated by a city to its Vietnam vets.

Veterans and surviving family members have been invited to post comments. To date, 11 of the 21 families have posted comments. And you're invited to post yours, too.

And if you want to contribute to the memorial fund, send you donation to the Mayor's Office, Berkeley City Hall, 2180 Milvia Street, Berkeley 94705.

Shalom.

Martin Snapp's column appears every Thursday in *The Journal*. Phone Martin at (510) 273-9543; write him c/o Hills Newspapers, 5707 Redwood Rd., Oakland 94619; or E-mail him at Snapp@BMUG.org or CATMAN 666@AOL.com

Budget

Continued from front page

strategies for raising revenue. In the medium-term, the plan calls for implementing a two-tiered business license tax in 1997 that would tax larger businesses at a higher rate. No figures have yet been released on the proposed two-tier tax, pending discussions with business leaders.

In the long term the plan approved by the council calls for the city to develop plans to boost business along Solano Avenue, San Pablo Avenue and properties adjacent to Interstates 80 and 580.

"For me the most important thing is the long term strategies for promoting economic development," Fields said.

Albany has lost about \$500,000 annually in property tax revenue taken from city by the state, Fields told the council before the vote. In addition, a recession in the early 1990's resulted in a loss of \$250,000 in sales tax

revenue, Fields said.

For three of the last four years the city of Albany has used reserve funds to help balance the city's operating budget. But if the trend continues with no action taken, the city's general fund reserves will be depleted by the year 2000.

The latest 1996-97 fiscal year budget forecast projects \$268,000 from reserves will be needed to balance the budget.

City Councilmember Thelma Rubin expressed concern over the proposed tax package.

"I'm just weary of nickel and diming everybody to death, but what can we do," she said.

Albany Mayor Mike Brodsky said he hopes the increases are a temporary solution to a long-term problem.

"Since the cardroom is held up we need more and more tax measures to fill-in for the medium-term," Brodsky

said.

Voter's approved a city council proposal to build a card room at Golden Gate Fields racetrack. City officials projected the card room, owned by the racetrack's owner, Ladbroke Racing, would generate \$1.2 million in tax revenues annually.

While a lawsuit challenging the decision was dismissed last month, an appeal will likely be filed. Last month Fields said it could take a while to benefit from the card room, even if the law were over.

"An application to build could take up to a year to approve," he said.

Jeff Butler, president of the Albany Chamber of Commerce, spoke in overall favor of the package. "It's important to balance the burden of raising taxes on businesses and residents."

Trees

Continued from front page

According to Kozoriz, the property belonged to Helen Smith, who planted all the native trees at 5819 Lassen and adjacent properties she owned, except the California buckeye, which predated her ownership. Smith died over a year ago and left her property to a nephew in southern Alameda County; he is selling off the property through a realtor and has shown little interest in the neighbors' concerns, according to Kozoriz.

A third Helen, Helen Hibbert, was the most recent tenant on the property. A ranger with the East Bay Regional Park District, she lived there for eight years.

"People would knock on my door to ask me what kind of tree (the buckeye) was," Hibbert said. "They said it was so beautiful. It was a real landmark in the neighborhood."

According to Hibbert, there were at least 13 other trees on the property, planted by Smith: "a beautiful madrone," California coffeeberry, ceanothus, western redbud, Pacific Coast silk tassel, Fremontodendron, several varieties of mahonia, sage and others.

"There are laws in other towns protecting old growth heritage trees," said Kozoriz, referring to the buckeye. "Now it's all gone."

Kozoriz is working with neighbors on a petition they plan to take to the City Council. Establishing a heritage tree ordinance — something Albemarle Street residents lobbied for to protect the black walnut — is a high priority.

"We want a heritage tree law and restrictions regarding tree removal by private property owners," she said.

She said neighbors may also ask for some kind of "compensatory action," with the developer replacing the lost trees with trees of the same species — perhaps in a nearby park if the size of the residence planned does not allow for planting on the property itself. Since the property owner seems not to have broken any laws, she said she was unsure what might become of that request.

City planner Ed Phillips confirmed the fact that the developer has done nothing illegal with his private property. He also noted that the city has no heritage tree ordinance and that the council "decided not to" establish such an ordinance following the Albemarle discussion.

Neighbor Peter Rudy, an arborist by trade with a

specialty in pruning large trees, isn't sure why the city doesn't protect its trees by law.

"The biggest problem with what happened is that El Cerrito has zero protection for not only its heritage trees but its native trees," he said. "They have nothing."

"That beautiful California buckeye was probably about 65 years old," he said. "The complete garden was filled with native trees. This guy, a developer, cut down every single one."

Rudy said he and his wife ran over to the property "the second the guy started cutting."

"I said, 'You can't do this. I didn't know the city has no laws protecting the trees. There's protection in every other city in the immediate area."

"Oakland probably has the hardest core bunch of tree laws in the Bay Area; you can't cut down more than 25 percent of any tree — or any native tree — without permission. I do a lot of work in Berkeley. The gorgeous trees there, along with the wonderful architecture, make it what it is, and people really care about their trees. Contra Costa County has a fantastic bunch of laws protecting native trees in its unincorporated areas."

"Here, there's nothing."

"The developer brought in guys from Oakland who know nothing about trees but know how to work a chain saw; they just leveled it. We lost not just a heritage tree but a heritage lot."

As far as Rudy is concerned, "we lost the magic in our neighborhood. It's gone now — leveled all at once."

"The developer will be gone in six months."

Though the loss has already occurred, Kozoriz and Rudy said neighbors are concerned about the future of trees in the neighborhood and in El Cerrito in general.

"There is some concern about the remaining properties that belonged to Helen Smith and are still for sale," Kozoriz said. "She owned several properties on this block...; she was a horticulturist and planted trees on every one of them. Now they are beautiful, big, mature trees. Hers are the only properties with good, solid trees."

We also have a wider concern about trees in the whole town; it goes far beyond our neighborhood."

According to Kozoriz, the realtor for Smith's proper-

Signs

Continued from front page

other side," he said. "However, I started to notice that campaign signs for La Force and Bartke were not being removed, while Stark's were. Then I received a call from a neighbor saying he saw a city worker stop his truck, jump out and grab a Stark campaign sign and toss it back into the city truck."

"I decided to investigate the city corporation yard, and there they were!"

"...When I went back to the city offices, they tried to tell me that the Stark signs weren't the only ones being removed. But when I met Mr. Pokorny back at the yard, he admitted that there were no La Force or Bartke signs there. I requested an apology from Mr. Pokorny and the city."

According to Pokorny, "about two weeks ago, San Pablo Avenue got blitzed by sign companies going up and down placing them everywhere — on city property, Redevelopment property, tree stakes. Some were taped to bus stop signs and light poles. The signs belonged to Richmond candidates, not El Cerrito candidates."

Pokorny said commercial sign companies were probably responsible for the San Pablo Avenue signs, and added, "we've been running a campaign to get illegal signs off public property in the commercial area."

The person asked to oversee the removal, however, was a new city employee. Darryl Murray joined the staff as building inspector in September. According to both Pokorny and building services supervisor Steve Mitchell, due to a misunderstanding Murray thought he should remove all illegally posted signs, not just those in the commercial area of the city.

The "parking strip" area between the sidewalk and the

curb of the street is, like the sidewalk itself, a part of the public right-of-way and not a part of the private residence.

"He showed initiative," said Pokorny. "As he was out doing house inspections and other work, he started picking up signs he saw illegally posted in parking strips."

Mitchell confirmed that Murray and his crew did not go out deliberately looking for signs but picked up illegal ones when they passed them in the course of other duties.

"He wanted to do a good job; he was doing his job too well," said Mitchell, noting that the signs in question were illegally posted but that the city has not before enforced that section of the municipal code in residential areas.

In a letter mailed Friday to candidates, Mitchell said the situation had just come to his attention and apologized for the misunderstanding on behalf of the city. He said later only signs posing a hazard — blocking the view of an intersection, for instance — will now be removed in residential areas.

"As a result of this misunderstanding, staff will abandon enforcement (of this ordinance)," Mitchell said.

Pokorny said the city will no longer enforce the law in that area, since homeowners "rarely know where the (property) line is."

Fortunately, Murray kept records of signs removed enumerating where the 78 signs taken to the yard came from. La Force signs accounted for the largest number; 18 of his were removed. Also removed were 13 Stark signs, 11 Bartke signs, 10 for Price (an El Cerrito resident), and lesser numbers (seven and less) for other candidates.

Mitchell said he researched the situation it was brought to his attention; he wrote the letter to candidates Friday afternoon and left a message for McKissock that he had found out some answers to his questions. Mitchell said

that message had not been returned by Tuesday.

When Almeda was told the person who had picked up the signs was a new person who was unfamiliar with city procedures, she said, "Excuses, excuses. I have a reason for everything."

She also said, "If the city is so concerned about these things in the parking strip, I think they should be doing something to the citizens."

Bartke took a different approach to the problem. "We have to put it in perspective. They're not taking them out of the public right-of-way."

Bartke said her signs were not at the yard. She said she received the same message from McKissock received.

"I was getting calls from people about my signs being in the parking strip."

"Once we figured out what was happening, we took them up and returned them... This time we took them out of the sidewalk."

"No one was singled out," she said.

"Nothing has been settled that I know of," she said later. "They didn't tell anybody what was going on."

McKissock said he would have felt better if he had been informed when signs were taken, but he personally very scrupulous when getting signs put them up.

He also believes some signs were taken out of the parking strip.

He said Mitchell did not leave a message

Letters

Continued from page 2

an open mike. The program was unique in that it was designed and implemented by students, parents, teachers and administrators with the intention of preventing violence

and improving relations between the diverse populations of students on campus. AHS is roughly, 47 percent White; 25 percent Asian, 15 percent Black; 10 percent Latino; 3 percent Native American and Pacific Islander, a truly wonderful mix of students. The work was based on the notion that mutual respect between people of different backgrounds and gender can be built by increasing their understanding of another's experience and viewpoint. The Albany Unified School District received an "award of excellence" by the California School Boards Association for the project.

Beginning last May a second "Days of Respect" Steering Committee composed of students, parents and teachers was formed to plan a new DOR '95 with the theme of "Coming Together While Honoring Our Differences."

After a series of meetings we came up with a plan that would have had students do some structured work together in a set of three consecutive small groups; the first of which would be affinity groups according to the students' ethnic affiliation; the second, with their own gender, and third in heterogeneous groups.

The plan was deemed "risky" by the Principal's

Roundtable Committee (see *The Journal* article by Shannon Morgan, Sept. 28) and rejected by the AHS faculty for similar reasons.

The arguments went something like this. "If we are trying to bring people together why are we dividing them." "Let's focus on our commonalities rather than our differences." "Separating people can only cause more dissension."

As a result, the "Days of Respect '95" has been postponed and a number of interesting events have followed since. The most significant is that on Oct. 13 the AHS faculty spent an entire in-service day exploring conflict resolution issues. We began looking at conflict as a positive means toward growth in addition to learning some practical skills. The highlight of the day for me was a heartfelt discussion around race relations, inspired by the differing views expressed by two students on the DOR Steering Committee, one white, one African American. The difference, simply put, was that one wanted to focus on commonalities between people as a way of coming together and the other felt that it was necessary to focus on the differences first in order to heal some of the wounds.

Some of the people of color on the staff expressed what were two important ideas for me. One, that we all must know and keep in mind the long history of oppression experienced by minorities and how that relates to their day to day lives. And two, people of color must deal

with racial issues everyday, where this is not the reality of most white people.

Towards the end of the day some practical suggestions were made for directions the DOR Steering Committee might take that could result in win/win solutions for all parties.

I believe that in order for us to get along we must no longer ignore the issues of race and gender. We need to take the surface over and over again. We need to have some understanding of what it is like to be a person of color, Latino, Asian, Euro-Centric, African American, or Racial.

American Indian, woman or man, adult or child, we must learn how to deal with the hurt and anger that can get to the love and mutual respect. This means taking the time to listen and to understand and acceptance of multiple truths; and to be with the array of emotions that these issues can bring.

And this is "risky" work no matter how small the feelings go deep on all sides and we must be willing to handle some of the conflict and hard issues that doubt be raised.

It is not an easy process but I believe we can do it. High - the young people and adults — we need a safe school that celebrates the diverse cultures and learns and plays together on our campus.

Ralph J. Cantor

North coast charm in the Laurel

4025 Magee is quite a pretty wooden house in a pleasant neighborhood in the upper Laurel area. It's a block east of 35th Avenue, cross street, Harbor View. The price is \$160,000.

This house charms me, and this is easily told by the flyer I made to describe it. I chose an illustration from the '20s, a woman doing housework, head wrapped up, broom in hand, pausing at a window to look at a bird outside. I painted each bird yellow and wrote:

Like a Mendocino cottage without the sea up on a small rise for richer views

My images were helped by the owner, whose name is Hope, who told me that her friends visiting her have said, "It looks just like a cottage in Mendocino," and also by the presence on the neighbor's lot of an old tank house, reminiscent of a windmill.

Somehow, although this seems unlikely, when you stand on the sidewalk and look up at the house, and also when looking out from the front porch, you expect to hear and smell the sea, the sea seeming to be

so close at hand. Some sort of illusion, of course, but pleasant nonetheless.

There are two bedrooms now, but probably, when the house was originally built in 1918, the house was only two rooms and a bath. Over time, the house was changed by its few owners (we think they've all been women) who loved and cared for it and made it better.

When Hope was searching for her house, the list of things she wanted was long. Her house had to be affordable, had to be in a neighborhood she found comfortable, and had to have character, interesting detailing, perhaps a sense of humor. Hope is an artist, her surroundings important to her. It took her two years to find these things in this house. She knew immediately this was the right one.

She also wanted a fireplace, two bedrooms, and a garage. She gave up these last three wishes when she saw Magee, deciding that the other items on her list were more important and harder to find.

She moved in and hung pink curtains in the front windows (like cheery cheeks on the face of the little house,) walked to work at the grammar school down the street, and was very happy.

She painted and pattered, planted

roses and morning glories and made friends with the old timers on the block—the man next door, owner of the tank house, who makes rum cake at Thanksgiving and gives some to Hope, and the older ladies across the street who have lived there most of their lives.

It could only get better and it did when Hope met the man of her dreams. They were married; he move in and the house felt smaller. Man of dreams, who happens to be a carpenter, said one day, "Honey, we need more room." Which is how the house came to have an inside laundry room, a second, large bedroom at the back of the house, plus a nice hot tub outside the bedroom door.

They did the work themselves (did it well with city permits) working evenings and weekends. They vaulted the ceiling in the addition and put in beautiful wooden windows (Hope would have never considered wrong-era metal ones) and large wooden doors opening to the garden. They even allowed enough space to add a second bath sometime in the future. They were quite content.

Things could only get better, which they did when Hope found she was pregnant. The house felt

See LAUREL, page 20

Siroky named manager



CMG Mortgage, Inc.'s President and CEO Chris George announced the promotion of Senior Loan Officer Amy Siroky to Manager of Branch Operations at the company's Albany Office.

Siroky joined CMG Mortgage in April, 1995 bringing the company her eight years of experience in the lending industry. She formerly held

both management and developmental positions in the Bay Area with First Nationwide, Great Western, Ameristar and Holmgren & Associates. "Amy was attracted to CMG Mortgage because of the tremendous growth and career enhancing opportunities available through the major mortgage brokerage firm," George said.

SPOTT & TALBERT

In a series of true experiences, Anet had a dream house. Magee is a sweet house in Oakland that we've had for a few weeks. Anet and I were on a big hotel. Seized by the idea, I guess, I sat in my hotel room and easily wrote about Magee. Anet was five years old. This impressed Anet. Still in the dream, she said, "How could that have happened?" and I said, "I don't know, but it must be the right people."

MARVIN GARDENS REAL ESTATE

GRADED & AFFORDABLE \$210,000
Estate home with a beautifully remodeled kitchen, 2 bedrooms, 2 full baths. Large yard. Great community-oriented neighborhood. KEN KATZ 287-8756, 527-2700

BEAUTY IN THE HILLS \$189,000
2, & bright 2 bedroom home on a quiet street. Bay views! REMINTZ 527-1400, 527-2700

MAGNIFICENT MEDITERRANEAN \$590,000
Great value! Wonderful spacious family home. 5 bedrooms, 3 1/2 baths total. Huge 1 bedroom in-law. Golden Gate views from every room! Wonderful outdoor spaces include front court, covered deck, balconies and a huge park-like back yard. MCLEISH 526-1101, 527-2700

ARTISAN CRAFTSMAN BUNGALOW \$194,000
Architectural details intact. Light & airy 2+ bedrooms, workshop. Separate garage, yard. It has it all! MARIOLA PLANT 287-8764, 527-2700

SOLANO AVENUE • BERKELEY • 527-2700

When it's your move...

SIMPLIFY AND UPGRADE!

This fabulous Clarewood townhouse offers the best in executive urban living. Near Claremont CC Golf, SF bus, this home with 2BR, 2.5BA, FDR, den, decks, pool has it all!
\$244,900

For appointment to view, call

MASON • McDUFFIE
SINCE 1987

Carolyn Jones

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This newspaper will not knowingly accept any advertising for real estate which is in violation of the law. Our readers are hereby informed that all dwellings advertised in this newspaper are available on an equal opportunity basis.



Classic Tudor with Bay View

The remarkable renovation of this 1928 beauty boasts a gracious living room with beamed ceiling, leaded windows and stone-clad fireplace, cook's kitchen with hand-painted tile, 4 bedrooms, large family room, 3 baths & stunning magical gardens. A very special retreat!

Well-priced at \$499,000!

NANCY MUELLER 841-7141

(510) 524-9888



1714 Solano Ave.

RED OAK REALTY

1891 Solano Avenue, Berkeley 94707

(510) 527-3387



A SPECIAL COMMERCIAL PROPERTY!

Looking for commercial property with private offices, conveniently located, & with a very interesting history? 842 Key Route in Albany is the answer! This very special commercial property has 8 private offices, 3 large public areas, 2 bathrooms, full kitchen, a beautifully maintained park-like side yard & is just steps away from Solano Ave. restaurants & shops. Originally built as a residence in 1955, it was used as a record company/recording studio by John McVie, lead singer/composer for Creedence Clearwater & recently used by a publishing company which published the mega best-seller The Macintosh Bible. Offered at \$335,000. For more information call Gloria 527-3387 ext. 118.

SATISFIED HOMEBUYERS OF THE WEEK - MAUREEN FARRELL AND KAI HENNIG

Maureen and Kai are recent home owners in the much desired neighborhood of Thousand Oaks. "This is our paradise. We just love it here," says Kai. When asked the question, "How did you find your dream home?" Maureen answered, "Marsha Quick really listened to our description of our dream house and she was available through the whole process. Marsha told us of a home she previewed, just like we wanted. She showed us the property and the rest is history! We appreciate the great support services that Red Oak Realty offers during the pre-purchasing process like the use of the Red Oak office and the financial suggestions were very helpful."

HOMES OPEN SUNDAY

140 Inverness (2-4).....Alameda.....3bd/3ba.....\$269,500
1081 Mariposa (2-4).....Berkeley.....6+bd/2.5ba.....\$575,000
3031 Claremont (2-4).....Berkeley.....3bd/1.5ba.....\$329,000
2119 Los Angeles (2-4).....Berkeley.....3+bd/2ba.....\$298,000
2204 Ashby (2-4).....Berkeley.....2bd.....\$139,000
4963/4971 Henson Pl (1-4).....Castro Valley.....4+bd/2.5ba.....\$378,000
8754 Terrace Dr (2-4).....El Cerrito.....2bd/1ba.....\$229,000
6603 Lincoln Ave (2-4).....El Cerrito.....2bd/1.5ba.....\$169,000

BY APPOINTMENT

ALBANY
2+bd/1+ba bright, spacious, immaculate.....\$239,000
Super 2bd/1+ba tri-level, hillside condo w/garage.....\$236,950
Beautiful 2+bd/1+ba townhome, very convenient location.....\$199,500
Cozy 2bd bungalow near Solano Ave. & EC plaza.....\$179,000
BERKELEY
Over 4000 sq. ft., 5bd/5ba, courtyard, flexible floor plan!.....\$675,000
2 separate bldgs, terrific location.....\$458,000
Lovely 4bd/2ba with serene setting & views.....\$367,000
Prairie style 4bd/2ba near Indian Rock.....\$329,000
Walk to top of Solano. 3bd/2ba w/large basement.....\$324,000
Victorian cottage in gourmet ghetto.....\$299,000
Level 3bd, walk to Solano, formal dining, kit nook, sep office.....\$249,900
View of the world, cozy house + home office.....\$229,000
Buyers get free trip to Hawaii. Great price for new condos.....\$179,000
New condos - stylish 2bd/1ba with privacy, deck, sec. bldg.....\$169,000
New loft, 1bd + loft space, light & spacious.....\$159,000
Quaint Westbrae 2bd/2ba with detached studio.....\$143,000
New condos - new prices! 1 & 2bd city homes.....\$142,500
Bright top floor unit, well constructed 2bd/1ba.....\$139,000
NEW LISTING! Nice size 2bd/1ba w/separate workshop.....\$139,000
Appealing condo, great neighborhood. Good building.....\$139,000
Price slashed! New 1bd condo.....\$127,500

CASTRO VALLEY
Custom 4bd/3ba, 3-car garage.....\$475,000

EL CERRITO
Reduced! 6 identical units with terrific views.....\$499,000
4 units, immaculate, tandem carport, patio, deck.....\$365,000
Move-in condition! 3bd + in-law with views!.....\$285,000
Serene contemp 3+bd/2ba plus in-law.....\$279,000
Beautiful maintained 2bd/1+ba 2-car garage, fireplace, patio.....\$229,000
Level contemp 2+bd/2ba, large spaces, 2-car garage.....\$229,000
New floor plan! Remodeled throughout, 3bd/2ba.....\$210,000
Sparkling 2bd with den, large deck, yard.....\$206,000
Well maintained home. Walk to BART, 2-story floor plan.....\$139,000

EL SOBRANTE
3bd/1+ba - condo with pool! Must see!.....\$105,000

Free First Time Homebuyer Seminar each month. Call The Mortgage Network at 526-6554 for more information. RATE HOTLINE - Call 527-3387 x-5

LOOK FOR US ON INTERNET
<http://www.homefinder.com/reoak>

Nice 2bd/1+ba, townhome, 2 decks, woody outlook.....\$ 79,500
EMERYVILLE
Hidden shangri-la! Victorian village with 10 units.....\$950,000
Spacious 1bd/1ba - potential for 2nd bd/1ba.....\$224,000
Quality constructed 1bd/1ba with tasteful design.....\$224,000
LOFTS. Spacious, potential 2bd/2ba secure pg.....\$198,000
Charming, updated vintage 2bd/1ba Victorian.....\$165,000
HERCULES
Reduction! 2bd/2ba end unit - great hill view.....\$113,950
KENSINGTON
Country estate! Custom 2+bd/1ba Carmel style.....\$395,000
1 level family home. Parklike yard with hot tub View.....\$229,500
OAKLAND
Temescal. Ten 2bd/1ba units plus 3bd/2ba home!.....\$740,000
Oakmore. Reduced \$40K! Huge 4bd home, quiet street.....\$299,900
Montclair. 3bd/1.5ba on 10K sq. ft. lot. Level living, trees.....\$237,500
Restored duplex on N. Oak/Emeryville border.....\$234,500
Laurel. Pristine 3bd/1ba cottage - large lot. New roof & more.....\$159,000
Sunny 2+bd with possible in-law unit.....\$149,000
Adorable starter - 1bd, formal dining room, garage, fireplace.....\$159,950
Light, spacious condo. 3 blocks to shops.....\$ 89,500
Sunny & spacious 3bd/1ba split level.....\$ 88,000
RICHMOND
Rich. View. New 3bd/2.5ba custom home.....\$385,000
Residential income! 5bd/3ba.....\$219,000
Rich. View. 2+bd/2.5ba townhome, move-in condition!.....\$189,500
Rich. View. Pano view! 2bd/2ba, fam rm/pvt yard! Mint!.....\$169,000
Pt. Rich. Superior 1+bd condo with ext deck, fab views.....\$159,950
Rich. Annex. Charming 2bd bungalow in super area.....\$159,000
Rich. View. Spacious 2bd/1ba for a great buy!.....\$139,950
3bd/1ba remodeled kitchen/bath, deck.....\$137,900
Rich. Annex. New listing! 2bd/1ba, large LR/DR combo.....\$119,000
Lovingly maintained 3bd/1ba, remodeled kitchen & bath.....\$ 99,000
Spacious 3bd/1ba with large back yard, make an offer!.....\$ 99,000
Remod. kitchen/bath - great price for a 3bd/1ba.....\$ 79,800
SAN FRANCISCO
Well managed 6-unit bldg - all 2bd, remodeled kitchen/bath.....\$530,000
SAN PABLO
View of Mt Tam & SF from this beautiful 3bd/2ba w/2 car gar.....\$145,000
LOTS, LAND AND COMMERCIAL
New, stylish 1&2bd city home near UC & shops.....\$249,000
Special commercial property in heart of Albany.....\$335,000
Best buildable lot in Berkeley! Bay view downslope.....\$198,000
Italian Rest, seats 150, liquor lic, Kensington!.....\$120,000
Office space, 1100 sq. ft. in Thyme Square.....\$ 1,100

For Sale! But is the seller serious

Both sellers and buyers need to know how to recognize the characteristics of a real seller. If you are, or planning to become, a seller, you will need information and concepts to help you end up with a successful sale. As a buyer, you will want to understand what to look for and what to ask to ascertain if the house you are interested in is really for sale, or if you are just spinning your wheels.

True or False: Sellers who put their home on the market have definitely decided to sell? The answer is "False." Choosing a real estate agent, listing the property in the Multiple Listing Service (MLS), placing a "For Sale" sign in front of the home, printing flyers which are displayed on the coffee table, having open houses and advertising in the newspaper are only parts of the process. Experienced, professional Realtors know that their existence does not guarantee you are dealing with a committed seller.

A seller is someone who has made a conscious decision to sell now; has a strong reason and need to sell; understands the realities of the marketplace; and will accept a contract with a price within that reality. I see many listings where the person selling does not seem to meet these criteria.

Recently, I did a survey of MLS residential listings in four popular local zip codes for the past year.

Out of a total of 1,774 residential properties, 680, or 38 percent, had not sold or were no longer for sale. Even taking into consideration that a percentage of these listings are repeats, e.g., a home which has been listed, expired, then relisted, we are still faced with an astonishingly large number of both expired and withdrawn listings—homes which never sold.

From my experience, a substantial portion of these homeowners were "testing the waters." They wanted to see if they could get a certain amount for the property, usually a figure set by what they "need." (Buyers nevertheless do not make offers based on what sellers need.) Other sellers may have determined their asking price by what the property cost them when they bought. What they may not have realized is that there is no relationship between what they paid and its present market value. In many cases, the minimum acceptable offer to a seller is the loan amount plus closing costs.

Unfortunately, for a large number of residences purchased in the past five to six years, the market value of the property is equal to or less than the loan amount. In some instances, the seller bought years ago and had abundant equity. During the "refi-mania" of the early 1990s, however, he refinanced for more than the property is now worth.

This is a key factor in the softness of the current market. People who want to sell cannot do so without coming out of pocket to pay their lender the difference between the net proceeds and the amount of the loan. Few people can, or choose to, do this.

This is a difficult time to be a seller. Despite periodic headlines trumpeting that the real estate market has turned around, the hard, statistical truth is that 1994 sales were poor in most of the Bay Area; 1995 has been worse. Houses that are selling are those which the market, i.e., buyers and their agents, perceive to have an asking price within reasonable range of their market value. A maximum cushion of 3 percent in the asking price seems to be most effective.

Pricing is the major factor in whether a house sells or expires. There are some other secondary, but important, reasons why listings expire which affect the saleability of a home. Sellers too often do not consider them adequately in deciding on the list price.

- The location is considered marginal or undesirable by agents and their buyers.

- The property is unattractive outside - what agents call "not a drive-by."

- It does not show well inside. This can include everything from a nonfunctional floor plan, to lack of charm, to unattractive furnishings,

WHAT YOU DON'T KNOW CAN HURT YOU

DON DUNNING, CRB



to too much clutter. Sometimes this is a result of ill-advised renovations, such as replacing some of the wood sash windows with aluminum in an otherwise traditional home. These changes may be efficient and cost-effective, but may also be a deterrent to most buyers.

- The property has been customized in a way that is not appealing or useful to a majority of buyers. For example, a garage converted to a family room or bedroom is a detriment if there is no other off-street, covered parking.

- The area is not a problem, but homes near the property are unattractive or poorly maintained.

- The house is adjacent to or across from a school or a busy public park. Both may entail noise and safety concerns.

- The dwelling is situated on a busy main street, near a freeway or close to a commercial area.

- It emanates strong odors (usually not noticed by the inhabitants) from animals or smoking.

Also in this category is a dark

house, again frequently not noticed by the occupants.

- There is little or no outside living, i.e., a nice backyard or deck. Conversely, a front or backyard which is either dry and barren or overgrown with weeds repels many buyers.

- The property is surrounded by other buildings which impede privacy.

- The structure has been poorly maintained and is a "fixer-upper." These properties can sell quickly, but only if priced accurately for their condition and location.

A significant error some sellers make is starting with the wrong mindset. This is evidenced in questions and statements such as: "Can't we try it at a higher price?" often followed by, "just for a few weeks?" We can always come down. Bring us an offer and we'll have something to talk about." And then there is the all-time classic: "We're not going to give our house away." These are the words of expired sell-

See DUNNING, page 22

Kathy Williams new manager

Fidelity National Title announced the promotion of Kathy Williams to Assistant Manager. The announcement was made by Fidelity's Regional President, Raul "Kathy's management skills have been a key to our success in this area."

Williams replaced who has been promoted to Integrated Title of Fidelity's Bay Area.

Born in Oakland, Williams graduated from St. Elizabeth's School where she was valedictorian of her class. She graduated in 1975 from Cal State Hayward.

Williams entered the escrow industry in 1977, aged residential, commercial subdivision escrow. Her actions included high profile projects like the 11 Watergate Condominiums in 1979.

From 1980 to 1986, Williams managed the top escrow at Montclair receiving President's Club Award achievements. In 1986, Fidelity National Title

See WILLIAMS



Better Homes Realty



In 1994, BETTER HOMES REALTY sold over \$130 million of Oakland, Piedmont, and Berkeley's finest homes. Now you can find our listings on the INTERNET. Call us and we'll tell you how your home can be viewed by over 25 million people worldwide.



ARCH. DIGEST KITCHEN \$1,600,000
Enhances the architectural perfection of this 1929 landmark estate on Oakland's finest view street. A rare opportunity for prestigious paradise!

D. C. HODGES 531-7667



PIEDMONT TRAD DELIVERS \$620,000
Enormous space for its value. Stylish design includes a lower level w/au pair, media room, and enclosed patio/garden. Remod kit, FDR, each bedroom with own bath.

M. J. MCCONVILLE 287-9583



HUGE PRICE REDUCTION! \$565,000
Rockridge, upper, 3 yr old 4BR, 2.5BA Mediterranean with amenities galore. Includes: courtyard, marble master bath, granite kitchen, 2 car garage, cul-de-sac.

JAN NEFF 339-8400



NEW LISTING - STUNNING SPANISH \$305,000
Perfect floor plan, great sep of space, impeccable condition, integrity. Cul-de-sac, bonus detached studio, sunny landscaped garden, fabulous master suite. 3BR, 2.5BA. Must see!

RACHEL BALLER 339-8400



CROCKERS \$259,900
667 Arimo. 3BA, 1BA Spanish style home on a quiet street. Hardwood floors, fireplace, FDR, nook, clear pest report and a new roof in 1994. Call for appointment. 667 Arimo.

JEFF HILGERT 893-7545



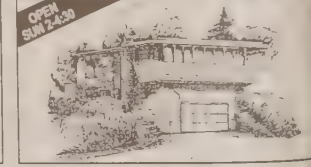
HANDYMAN SPECIAL \$249,000
Spacious shingle fixer in charming China Hill. 4+BR, 2BA w/box beamed ceilings, hardwood floors, remodeled kitchen. Great separation of bedrooms, 2 upstairs, 2 down. Lots of storage.

NAHID NASSIRI 531-1670



CRAFTSMAN TREASURE! \$249,000
A unique opportunity to own an exquisite 1907 craftsman design home still in pristine condition! Huge lot affords privacy, clinker fireplace. Open Sunday. 2708 Sunset.

PATRICIA BENNETT 482-9000



HOME FOR THE HOLIDAYS \$219,000
Invite family and friends over to enjoy the fireplace, picture windows, outdoor spa, expansive view, peaceful locale. Easy & airy living space. 3644 Virden

M. J. MCCONVILLE 287-9583

THE FOLLOWING PROPERTIES EXCLUSIVELY LISTED. PLEASE CALL FOR AN APPOINTMENT.

SAN FRANCISCO VIEWS ON 2 ACRES... \$895,000
Luxury property w/gorgeous Mediterranean villa, pool, spa, sauna bathed in sunshine, total privacy. 4BR, 3BA, formal dining, family room, library, 3 fireplaces. HELEN NICHOLAS 339-8400

NEW SHOWCASE FOR EGO MESSAGE... \$690,000
Quality new Avant-Garde design. Smacks of sophistication and success. Worthy of "State Dinners" 4+BR, 3BA, slate, copper/cedar, granite, oak and view! D. C. HODGES 531-7667

PRISTINE DEFINED... \$559,900
Grand entry, LR w/marble flrs & balcony, FDR, fam rm w/mbrl flrs & cd, rare mbrl kit, w/magnif S.F. view fr ea rm. Mstr retreat w/Jacuzzi. Hot tub & cd. 3000+ sq ft. NAHID NASSIRI 531-1670

STUNNING MED MODERN BEAUTY... \$549,000
Thrill yourself w/4-bridge view in this award-winning custom design home. State-of-the-art kit, maple flrs & cabinets. Terraces from each rm, royal master suite. M. J. MCCONVILLE 287-9583

UPPER ROCKRIDGE - BRAND NEW... \$469,500
Fabulous new construction w/distinctive architectural details. 4BD, 3.5BA. The utmost in luxury living. CAROL COHEN 339-8400

IS PRIVACY A MUST?... \$459,000
Panoramic bay view and family room w/stone fireplace highlight this 14 yr old home surrounded by mature redwoods in the ultimate private location. PATRICIA BENNETT 482-9000

REDUCED EVEN MORE!... \$419,000
Home for the holidays. Full of old world charm & space. 4BR, 3BA trad w/gorg oak flrs, LR w/valued ceilings, flrs & deck w/spa, lovely grdn/patio combo, FDR, fam rm w/flrs & MB w/bath & skylight. NAHID NASSIRI 531-1670

JULIA MORGAN STYLE MANSION... \$385,000
Huge 2BR, 2BA "grand" on level home, plus \$3,200/mo income! New roof, paint, etc. An unusual opportunity for grand lifestyle plus tax benefits. D. C. HODGES 531-7667

FULL REAL ESTATE PORTFOLIO!... \$385,000
Live in architecturally distinctive flat and collect rents from upper 2 floors. Huge lot! Superb Adams Point location. Works for prof groups, all! LYN MURRAY 339-8400

KENSINGTON, KENSINGTON... \$375,000
Large family home above the Arlington. Beam ceilings, fireplace, hardwood floors, 2-car garage, low maintenance yards and more. Call for details. NICK LAVROV 525-2277

SEQUOYAH HILLS BAY VIEWS... \$349,000
Beautiful landscaping on large lot, level access from spacious home. 4BR, 2BA, remodeled kitchen of adjoining family rm. Rec rm & party rm w/wet bar! HELEN NICHOLAS 339-8400

MONTCLAIR FAMILY HOME!... \$349,000
Very spacious 4BR, 2BA with excellent separation of space. Fabulous remodeled and enlarged gourmet kitchen. Lots of area for play for pets and kids. CAROL COHEN 339-8400

LIVE/WORK IN HOME/STUDIO... \$337,000
Classic Rockridge bungalow includes a sep 2 rm studio/office, built-ins, FDR, hardwood flrs, sun filled garden. Walk to popular shops, BART & schools. M. J. MCCONVILLE 287-9583

THOUSAND OAKS SPECIAL... \$325,000
Large 2 story traditional family home in North Berkeley's Thousand Oaks neighborhood. Easy stroll to Solano Ave. and all its goodies, investigate! NICK LAVROV 525-2277

SHARED LIVING... \$325,000
Large flats within walking distance of Grand Ave. Shops, restaurants, SF bus. Sunny and traditional. Garden studio too, for additional income. LYN MURRAY 339-8400

SPACE AND CONVENIENCE... \$309,000
4+BR, 3BA close in location. Walk to school, bus and Village. Tudor style with large master suite, family room, needs paint & needs trim finished. SUE WILLIAMS 482-5077

ALL LEVEL AND LOVELY... \$290,000
Ross/moor - Seniors take note. This unit is pristine, with a huge kitchen/family room combo with fireplace. Opens to deck. 2BR, 2BA. Separate laundry room. JAN NEFF 339-8400

TAHOE IN MONTCLAIR... \$289,000
Dramatic Redwood and glass w/seclusion & sunshine! 3BR, 2BA, master suite w/fireplace & sitting rm w/access to level, very private yard. End of cul-de-sac. HELEN NICHOLAS 339-8400

MEDITERRANEAN VILLA... \$287,000
Leona Park Villa last townhome, new construction, most recent sale \$356,000, homeowners fee includes earthquake ins, great executive living. CHARLENE CLAYBAUGH 339-8400

GLENVIEW GLAMOUR!... \$283,000
Just right! Move in, enjoy your new kit. Lovely dark wood floors, formal dining room, fantastic rumpus workshop and more. A quiet cul-de-sac. HAL MARCUS 339-9281

STUNNING DECORATOR... \$273,500
Elegant townhome w/2 master bedrooms & 2 baths, formal dining room, family room, 2 car garage, decks overlook redwoods. New kitchen. CHARLENE CLAYBAUGH 339-8400

REDWOOD HEIGHTS - SPACIOUS... \$269,000
Traditional beauty! 4BR, 2.5BA, fam rm adjoins huge kit. Level, fenced yard, end of cul-de-sac. Formal dining, charming living room with fireplace. HELEN NICHOLAS 339-8400

PRIME UPPER OAKMORE - REDUCED!!... \$269,000
Light & airy 3BR, 2BA in prime area. Lrg kit w/batting area, pvt patio. Delightful for EZ living & entertaining. CAROL COHEN 339-8400

EZ LIVING IN UPPER ROCKRIDGE... \$259,000
2+BR, 2.5BA townhome w/its own interior elevator, no steps to seal with, high vaulted ceilings, FDR, att. 2 car garage. Near Claremont Golf Course. MS 482-5077

7202 A STREET... \$259,000
Large sunny 4BR, 2+BA home on quiet cul-de-sac minutes from Solano Ave. Easy walk to Plaza, BART, Albany pool and more, move-in condition. Great price for area. NICK LAVROV 525-2277

HOME FOR THE HOLIDAYS... \$249,500
Peaceful cul-de-sac offers spacious 2BR, gleaming hardwood floors, private & level yards. Bonus rumpus room included with formal dining, eat-in kitchen. EARLE SHENK 287-9590

PIEDMONT PINES - BACK ON MARKET... \$249,000
Fussy buyers, better than a condo! Charming colonial ranch with large level lot. Walk to Montclair Village. Gorgeous hwd flrs, fireplace & much more! CAROL COHEN 339-8400

PERFECT FOR PARTNERS... \$247,000
Quiet Glenview street yet close to everything! Single family home converted to duplex w/large yard and sunny deck, basement workshop & great neighborhood. PATRICIA BENNETT 482-9000

VICTORIAN CLASSIC... \$229,000
Desirable Adams Pt. Remodeled 5+BR, 2BA, FDR, family room, den, master suite with bonus room, hardwood. Surrounded by other Victorians. HAL CASTLE 339-9778

HOME + INCOME + 4 CAR GARAGE... \$219,000
Your own piece of paradise, sharp 2BR brown shingle craftsman with view, plus ideal duplex. 2BR, 1BA ea in Glenview, great rental area, call now. ARNOLD MUELLER 530-6099

CLASSIC CHARM IN ROCKRIDGE... \$219,000
Enjoy this neo-classic rowhouse with 9 ft ceilings, oak flrs, kit w/pantry. Full basement, laundry room. Plantful garden w/5 different fruit trees. M. J. MCCONVILLE 287-9583

LINCOLN HEIGHTS... \$215,000
Look here! Plus room w/bath & separate entrance, ideal for home office, 3BR, 1BA, split level, formal dining, country kitchen, charming Mediterranean. CHARLENE CLAYBAUGH 339-8400

COUNTRY CLUB LIVING... \$209,000
Value, value, value! Smaller house in exquisite neighborhood. Hardwood floors, brick flrs, spacious light-filled rooms, A-1 floor plan. Set on beautiful large lot! RACHEL BALLER 530-3860

QUALITY, CHARM & CONVENIENCE... \$199,000
Darling 2BR, 1BA Tudor in Lincoln Hts. Distinctive, solidly built w/frm for expansion. LR w/flrs & arched wndw, lovely hwd flrs, FDR, lots of closets & storage. NAHID NASSIRI 531-1670

A LIGHT & AIRY KITCHEN... \$189,500
With a bay view from living room & formal dining room. You will enjoy ease & comfort in this 3BR, 2.5BA home with nothing to do but move in!! MORRIS FEIGENBERG 547-6975

CRAFTSMAN GREAT PRICE... \$189,500
and quality! Split level 2BR with maple floors. For more info, call Earle. Great lot, sun, privacy, and bay view. EARLE SHENK 287-9590

FINALLY, A REAL DEAL!... \$189,000
Sparkling clean and spacious! Bay view, large rumpus room, formal dining. This is an excellent opportunity in a quiet, tree-lined neighborhood. PATRICIA BENNETT 482-9000

MAXWELL PARK BEAUTY... \$187,000
4BR, 2BA peek of the bay, large LR/FDR. Bright kitchen w/brkfst nook and laundry, large master suite, sunny landscaped yard. IDORA PK is an area to enjoy. MICHAEL HARDING 530-3860

OLD STYLE CHARM... \$180,000
Fab neighborhood. Charm, galore. Utility rm could be 3rd BR. Yard. IDORA PK is an area to enjoy. MICHAEL HARDING 530-3860

MORE LIKE A HOME THAN A CONDO... \$179,000
Unique 3BR, 2BA with its own laundry on its own floor. Sophisticated! Lake Merritt views. Walk to EZ commute and restaurants. LYN MURRAY 339-8400

BROWN SHINGLE BEAUTY... \$174,000
Rebuilt from the ground up! Everything new, den could be 4th BR. Big yard, 2 car garage, lots of room for RV or boat. Del! Big yard? PATRICIA BENNETT 482-9000

LUXURY & A GREAT VIEW TOO!... \$170,000
Gorgeous townhouse with a fab view from every room. Kitchen, remodeled kitchen & baths, tied entry, put on deck fireplace & more. MICHAEL HARDING 530-3860

LOW PRICE - DON'T THINK TWICE... \$169,000
Immaculate upper Laurel home offers airy & light open kitchen to open sunny patio fireplace, view of hills, quiet neighborhood. M. J. MCCONVILLE 287-9583

HIGH VAULTED CEILINGS... \$164,000
Mills College meticulous split-level w/quality upgrades & lots of storage/expansion. Arched doorways, FDR, sep brkfst rm, new kit, rm for storage/expansion. SHERIDAN 530-3860

YOUR FAMILY CREST'S 1ST HOME!... \$160,000
Melrose pride swells at sight of this 2BR, 1BA home. Wonderful house located on quiet street. Nice yard usable at all times. Call now! MICHAEL KELLY 530-3860

14397 DOLOTTLE DRIVE... \$154,000
San Leandro, Marine West condominium, 3 bedroom, 2 bath, to Marina, golf course and many amenities. Truly an affordable lifestyle. CAROL COHEN 339-8400

ONE KELTON COURT - BAY VIEWS... \$150,000
Piedmont Ave.'s best bldg. 1BR and unit w/separate entrance & views. Truly luxurious/care free living. CAROL COHEN 339-8400

KELTON COURT 3-G... \$149,000
Excellent outlook and unit. One bedroom. Excellent price for the area. ED LINDORFF 530-3860

Hard money may be route to better investment returns

Most institutional lenders, such as banks and savings and loans, are the bulk of the home loan market. Business nationwide, hard money mortgages are known as

in the wake of the savings and loan bailout where conservative practices have become short-term closed-end second mortgages are still popular and important niche in the real estate market. The term for one of the types of loans is "B" paper.

Unlike an equity line of credit which is essentially a revolving loan arrangement, second mortgages of a specific duration, usually two to five years. They carry a fixed rate of interest and substantially more in fees

that does not make them a good deal all the time. For example, over the years many hard money transactions have been made because a hard money lender is used and assisted by a second on the property for 10 percent of the sales

usually known as a 80-10-10 arrangement is just one area where hard money loans are useful and they work. Another example is on vacant land where a mortgage might help an investor who wants to build and refinance.

Conventional lenders will usually loan on a house that had a

post and pier foundation, or on one in which the builder ran out of funds in the midst of construction, or on any mixed use commercial and residential property.

These loan categories were once fairly common in the industry. But in order for the loan to be saleable in the secondary market, lenders must now follow federal guidelines.

What may sound odd, however, is that many of these non-conventional B-lenders are beginning to take a similar course.

"We've come closer to the banks' underwriting guidelines, which are

the borrower to sign form 4506, which allows them to receive a copy of the borrower's tax return."

Fonarow's firm uses a 21-point check list and ranks loans on a zero to one hundred rating basis, but the best test for deciding whether or not to make a loan is the smell test.

"I kind of stick my nose in their lives where a conventional lender might not," said Fonarow. "I want to know, I want to look them in the eye, talk to them personally and get a feel that these people are honorable."

Fonarow said rates on second

alley loan shark to get money that he probably can't afford to repay.

Smart borrowers, however, understand how to use a second loan, not be used by it.

"I've had people borrow hard money seconds so they can go out and buy a car because you can deduct the interest on that loan, but not on an auto loan," said Elizabeth Scott, owner/broker of Equiloan in San Francisco.

Another reason seconds may not be so well looked upon is that many borrowers do not have perfect credit.

"Most of the time you find the borrower has some kind of problem," said Fonarow. "Maybe somebody changed fields, they used to work for A T & T and are now self-employed. Or they had credit difficulties, maybe they had to go through a bankruptcy to avoid an IRS tax lien but that doesn't mean they are bad people. We try to solve problems for borrowers and counsel them about how to get back to a point where they can get a conventional loan. I view us as a sort of a bandage lender."

Then there are the odd stories that crop up from time to time like the one about the young widow who owned a piece of property in which the previous owner had a life estate. The widow had no income so she could not qualify for a conventional loan, but on top of that an estate in remainder existed on her property.

"No lender would touch it be-

See MOSS, page 23

SMART MONEY



LEILA GOUGH

We all have confidence in our investing strategies when the market stands on solid ground, such as it does now. Some may even think they do not need the help of a financial professional. But when the market drops or your investments respond differently than you anticipated, it can make you realize the benefits of a professional's advice.

You may ask, "How do I know a financial professional will improve my portfolio's performance?" The honest answer is, you don't. However, a 10-year study from Dabber Financial Services ending in 1994

Communication is the key to success

trates how a financial professional can help.

So when you sit down with your investment professional, make sure you clearly communicate these important points: Know each other's ideas on investing. Make sure your financial professional understands where you currently stand and where you'd like to go. You should develop a plan together that can help meet your needs without making you lose sleep over its strategy.

Talk about your risk tolerance and investment objectives. Discuss your feelings about investing on a regular basis, investment diversification, allocating assets and any personal objection to particular investments. If your professional doesn't know your exact needs and

Don't clam up on each other during market downturns.

showed that professionally advised investors outperformed direct market investors by more than 20 percent in equity and 17 percent in fixed-income funds. The advantage is directly traceable to longer retention periods and reduced reaction to changes in the market. While past performance cannot guarantee future results, this comparison illus-

feelings, you may create more financial headaches than financial goals.

Let your financial professional know your financial situation. We all feel uncomfortable telling someone about our financial status, but a financial professional cannot help you if he or she doesn't have the

See GOUGH, page 22

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EL CAMINO REAL...BERKELEY HILLS	4BD, 2+BA	\$659,000	RUTH LOCKHART
DRURY...CLAREMONT	4BD, 3.5BA	\$629,000	NANCY DICKEY
ESTATES...MONTCLAIR	3BD, 3BA	\$550,000	PHYLLIS MILENBACH
RIDGEMOOR RD...OAKLAND	4BD, 3.5BA	\$478,000	FRITZ HOCHFELLNER
SCHOONER HILL...HILLER HIGHLANDS	2BD, 2.5BA	\$434,500	OLLIE HAMMEREL
WINDWARD HILL...HILLER HIGHLANDS	3BD, 2.5BA	\$389,500	OLLIE HAMMEREL
WAY FOREST...NORTH HILLS	3BD, 3.5BA	\$389,000	GEORGE KARSANT
FLORENCE AVE...UPPER ROCKRIDGE	3BD, 2BA	\$379,000	KEN MACDONALD
MELVIN RD...UPPER OAKMORE	3BD, 2.5BA	\$369,000	NORM ROBINOW
ETTRICK...CHABOT HCHLDS	5BD, 2.5BA	\$319,000	PAULA EASTON
INDIAN WAY...MONTCLAIR	3BD, 2BA	\$289,000	KAY GRUBB
CHELTON LANE...PIEDMONT PINES	4BD, 3BA	\$289,000	PAT WHITTINGSLOW
STARVIEW DR...HILLER HIGHLANDS	3BD, 2.5BA	\$287,500	OLLIE HAMMEREL
COLTON...MONTCLAIR	3BD, 1.5BA	\$269,000	DELL M. ORR
KEARNEY AVE...WOODMINSTER	2+BD, 2BA	\$256,000	NANCY S. WELK
MILES AVE...ROCKRIDGE	3BD, 1.5BA	\$239,900	EVELYN WALKER
NORTON...REDWOOD HEIGHTS	3BD, 2BA	\$225,000	RUBY NG
SILVAN AVE...LAUREL	3BD, 2BA	\$219,000	VICTOR FIERRO
6TH ST...NORTH OAKLAND	3BD, 1BA	\$159,500	VICTOR FIERRO

BY APPOINTMENT • 339-1174

OAKLAND ★ MONTCLAIR ★ PIEDMONT ★ ALAMEDA

LABORIOUS NEW ENGLAND SINGLE STYLE.....\$1,200,000	PRIVATE & SUNNY.....\$357,500
High quality traditional home, 5 bedrooms, 5+ baths. Wonderful guest room. Desirable Claremont	Charming 4 bedroom, 2 bath contemporary on cul-de-sac. Custom kitchen, master bedroom retreat, 2 decks, hot tub.
Dian Hymer/George Karsant	Dian Hymer
TOP SETTING.....\$849,000	TRADITIONAL WITH YARD.....\$339,000
Spacious French provincial with terraced garden & yard. Lots of old world details. Grand light	Spacious sunny Crocker Highlands traditional. Great detailing. Large eat-in kitchen/family room opens to yard & patio.
rooms with views. 6BD, 3+BA. Ruth Lockhart	Dian Hymer
MONTMONT'S BEST.....\$759,000	RIDGEMONT.....\$318,000
Classic California ranch in prime location. 3BD/3.5BA, mostly level. Secluded & manicured grounds, private patio & lanai.	Pride of ownership on large corner lot. 3 bedrooms, 2 baths including master suite. Frml dining & 3 car garage. Landscaped grounds.
Norm Robinow	Sherry Benninger
REDUCED.....\$599,000	CHABOT HIGHLANDS.....\$298,500
Set of house! 5 bedrooms, 7+ baths. Approx. 5,700 sq. ft. swimming pool & patio. Expansive backyard. Lots of surprises - approximately 1/2 acre. Set and private.	Divine custom ranch with 3+ bedrooms, 2+ baths, master bedroom, dining room, eat-in kitchen, grand lanai and more!
Judy Maher	Ruth Lockhart
CENTRAL PIEDMONT.....\$599,000	NATURE LOVERS - TAKE NOTICE!.....\$289,900
Great views from this spacious 4 bedroom, 4 bath home with large rear room, sun room, formal dining, eat-in kitchen, terraced yard.	Near bicycle trails, near Regional Park. Serene setting. 4BD, 3BA, 2-car garage with interior access. 12 years young Montclair contemporary.
Dian Hymer	Ruby Ng
RESCUEABLE PIEDMONT!.....\$550,000	CHINA HILLS CUTIE.....\$239,000
Charming split-level home in prime South Shore location. Great kitchen, remodeled bath & lovely yard.	Charming, spacious traditional style with remodeled kitchen. 2 bedrooms, 2 baths. Several plus rooms. Sunny exposure. Spiffy!
Donna Ranslem	Dian Hymer
NEW CONSTRUCTION.....\$435,000	ALAMEDA ESCAPE.....\$235,000
Stunning reproduction of a Berkeley style craftsman. Beautiful details throughout. Wonderful yard. 4 bedrooms, 2.5 baths.	Charming split-level home in prime South Shore location. Great kitchen, remodeled bath & lovely yard.
Evelyn Walker	Kevin McMullen, Fritz Hochfellner
UPPER ROCKRIDGE.....\$399,000	CALIFORNIA RANCH.....\$234,500
Stunning traditional style, updated kit, master BA. 4 bedroom & large front yard. Rear patio/yard. Sep. entrance off master. 3BD, 2BA.	Large corner lot is the setting for this split level home. 3 bedrooms, 2.5 baths. Large LR with fireplace. Remodeled kitchen.
Michael Thompson	Norm Robinow
ROMANTIC CONTEMPORARY.....\$375,000	LAGOON VIEW CONDO.....\$140,000
Great setting for this truly exceptional 4BD, 3BA home. Family room with lovely built-ins. Newly remodeled kitchen.	Light and bright upper unit in desirable South Shore Lagoon complex. 2 bedrooms, large living room, 2 pools and deck.
Adriana Giacomelli	Adrienne Broche
ENGLISH COTTAGE.....\$369,000	ADAMS PT. CONDO.....\$55,000
Unusually adorable - one-of-a-kind home on huge private lot. 24 bedrooms, gourmet "cook's" kitchen home office.	Affordable opportunity for 1BD/1BA near lake, shops & transportation. Security parking in well-maintained building.
Terry Kulka	Pat Whittingslow

OPEN SUNDAY 2:00 - 4:30 PM

913 FILLMORE.....ALBANY.....4BR/2BA.....\$259,900	KIM CLEVELAND
904 WASHINGTON.....ALBANY.....2BR/1BA.....\$189,500	KIM CLEVELAND
1100 SHATTUCK AVE.....BERKELEY.....4+BR/3+BA.....\$749,000	JEANNE MCHUGH
725 SPRUCE.....BERKELEY.....4BR/2BA.....\$499,000	LYDIA NELSEN
1011 COLUSA.....BERKELEY.....3BR/1BA.....\$319,000	JERRY LONG
1406 EUCLID AVE. #3.....BERKELEY.....2BR/1BA.....\$229,000	DIANA KAY
1567 ROSE.....BERKELEY.....2BR/1BA.....\$199,000	JERRY RATCH
1537 ADDISON.....BERKELEY.....2BR/1BA.....\$179,000	NANCY REICHERT
263 STANFORD.....KENSINGTON.....3BR/1.5BA.....\$276,000	GILDA WALDMAN

BY APPOINTMENT • 486-1495

BERKELEY ★ KENSINGTON ★ ALBANY ★ EL CERRITO ★ RICHMOND

STUNNING NORTH BERKELEY MEDITERRANEAN.....\$749,000	REMODELED KENSINGTON BUNGALOW.....\$249,000
JUST LISTED! Gracious formal rooms, large living and dining rooms, sunny deck with views, this one has it all. 3+ bedrooms plus huge master suite, 3.5 baths, formal dining and 2 fireplaces. All in one of Berkeley's top areas near the gourmet ghetto.	JUST LISTED! Beautifully remodeled bungalow full of sun in a prime neighborhood. 2 bedrooms, fireplace, lovely garden, front garden professionally landscaped. Quality in Kensington at this price is rare!
TWO HOMES ON WOODED BERKELEY ESTATE.....\$495,000	UPDATED ALBANY BUNGALOW.....\$235,000
REDUCED \$74,000! Bay views from both homes on this estate like lot. One home is 3 bedrooms, 2 baths. The second is 1+ bedrooms and 1 bath. This is a unique and rare opportunity at a great price.	REDUCED \$14,000! Well maintained home with fabulous updated bathrooms with jacuzzi. Large yard, great schools, easy access to transportation.
GRAND TUDOR STYLE IN THE BERKELEY HILLS.....\$479,000	SMASHINGLY ELEGANT BERKELEY CONDO.....\$229,000
REDUCED! BAY AND CITY VIEWS! Grand living room with cathedral ceilings, 4 bedrooms, 2 baths, formal dining, breakfast room and office. Original woodwork and terraced gardens.	Old world charm with a new face. Designer built-ins, 2 bedrooms, 1 bath, incredibly sunny and spacious with hardwood floors and garage. Walk to UC.
NEW CONSTRUCTION WITH BAY VIEWS.....\$439,000	OLD WORLD CHARM IN A CONDO?.....\$225,000
JUST LISTED! In the hills above the Claremont! New 2-story home with 3BR, 3BA, wonderful floor plan in terrific location. Fully equipped gourmet kitchen, mst ste w/ deck & unobstructed bay view!	YES! 1920's charm with modern upgrades in this light-filled 2 bedroom unit in impeccable condition. Fireplace with marble hearth, redone kitchen and bath, great architectural detail. Must see!
CLASSIC ELMWOOD BROWN SHINGLE.....\$339,000	LARGE, SUNNY SPACES IN EL CERRITO.....\$205,000
Beautiful detailing and wood floors! 4BR, 2BA with remodeled kitchen, sunroom off deck & large family breakfast rm, very nice private garden with hot tub.	REDUCED \$10,000! 3BR with formal dining and fireplace! Spacious California bungalow with hardwood floors, huge workshop and nice garden. Great price, must see!
IT'S THE DETAILS IN THIS NORTH BERKELEY BUNGALOW.....\$279,000	SWEET WESTBRAE BUNGALOW.....\$189,000
JUST LISTED! Cute breakfast room, formal dining, fireplace are all part of this charming split level bungalow that is near Solano and Hopkins shops.	Loads of light and a good floor plan highlight this 2 bedroom, 1 bath home in the desirable Westbrae area of Berkeley. Includes kitchen and bath remodel, large backyard, near Care Fanny and North Berkeley BART.
MANY BEDROOMS NEAR CAMPUS.....\$265,000	NORTH BERKELEY BUNGALOW.....\$180,000
Fabulous student or family home in top condition just a few steps from campus. New paint and carpets, nice yard, 4+ bedrooms, 2+ baths.	REDUCED \$29,000! Darling starter in desirable North Berkeley. 2 bedrooms, 1 bath with formal dining and hardwood floors. Near Monterey Market and BART. Must see at this price!
SF/GG VIEWS FROM ALBANY.....\$259,900	ELEGANT, ARCHITECT DESIGNED STARTER?.....\$179,000
REDUCED! Lovely Albany Hill home, or duplex; 3 bedroom, 1 bath plus legal, income generating studio apartment. Family room, hwd floors, move-in condition, walk to schools & transportation.	YES! JUST LISTED! Dramatic 9 foot ceilings and French doors that open to a patio and generous yard in this incredible 1 bedroom/loft in booming West Berkeley. Great attention paid to space, light, detail and quality. Must see!
EXQUISITE EMERYVILLE LIVE/WORK.....\$255,000	ATTENTION BUILDERS - RARE NORTH BERKELEY LOT.....\$115,000
JUST LISTED! 2 level, sunny and bright art loft condo in the heart of East Bay artist area. Wonderful open spaces, 1.5 baths, terrifically decorated, tremendous possibilities.	Walk to campus, Peets, shops and restaurants! Downslope lot in area of prestigious older homes. Survey and soils reports available.

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Berkeley builder captures three industry awards



In this kitchen redesign Alward succeeded in bringing a 1924 kitchen into the '90s

The National Association of the Remodeling Industry, San Francisco Bay Area Chapter honored Berkeley builder Keith R. Alward at its Oct. 10 awards ceremony.

Alward took home top honors in two categories: "Residential Kitchen Remodel, Contractor" and "Interior, Contractor."

For the kitchen remodel

award Alward brought a 1924 kitchen up to today's standards.

Alward's firm was also honored with an Award of Merit in the Complete Home Remodel category.

Judges for the award included David Gast, Architect, Myron Reece and Peter Whitney of Sunset Magazine.

"Our winning kitchen remodel

was originally state of the art," Alward said. "It was designed in the '20s for a General Electric executive, an English-country inspired gem in tune with GE's emerging notion of 'All Electric Living.'"

"Our remodel reflects the lifestyle of the '90s, just as the original kitchen mirrored the Roaring '20s."

Alward's three awards were all

won in tandem with architect Bill Savage.

Savage and Alward do not ordinarily work as a team and were brought together for the projects by various selection and bidding processes.

"We showed just how an architect and builder can work together with prize-winning results," said Alward.

Laurel...

Continued from page 17

smaller again. Reluctantly, they moved. And then they did something to the house that they'd been wanting to do for a long time. They redid the kitchen, opened it to the dining room, making this the center, the heart of the house, and adding new cabinets and counters.

They are rightly proud of their work. There was a good gift to the house. There is still no dishwasher there, although they left space for one. The gas stove is a small one, but there is room for a larger stove. This central cooking and eating and sitting room looks good, feels good.

The floor in the kitchen part is vinyl; the dining part has warm, fir floors, as does the living room. There is an old Victorian front door, also a kitchen door, each with a porch. There is a redwood tree in the back yard, not too big, enough for privacy, but not to block the sun.

What's wrong with the house? There is no garage. There is plenty of parking on the street and it seems possible to provide an off-street parking space, but there is no room to build a garage. And there is still no fireplace. Hope always intended to put one in, but got busy with other projects and never did, but it could be done.

What's good about this house? Many things. We very much enjoy being there. When we've been there during the day, it is very quiet. Some neighbors from around the corner came by a couple of weeks ago, two young men. When we asked if it was always so quiet, they said, "Yes, we've been here a couple of years. We work as waiters, come home from work late at night and walk our dogs. It's always like this. A nice place to live."

Perhaps, by chance, you are the right person, the one intended to take over stewardship of the "Mendocino cottage." If so, talk to your real-estate agent, and have that agent call us. We're not on vacation, except in Anet's dreams. It will be easy to find us. Thanks.

Pat Talbert and Anet Tarpoff are licensed agents and real estate consultants. To ask a question or to add your name to their mailing list call Tarpoff & Talbert Ltd., at 653-2050.

Events

The San Francisco Architecture hosts a exhibit, and slide show of architecture of Arthur Thurns., Nov. 9, 555 Howard St. San Francisco (between 2nd Streets, two blocks from Montgomery station.) For more information call Ginnie Myer (510) 299-1299.

Truitt and White Lane presents Entr' Doors and Options, on Sat., Nov. 11, 11 a.m. Bob Fone of Building Supply will discuss wood, fiberglass, and doors. Mike Slower of Hardware will also discuss Hinges and finishing options and tips. Reservations required. Call 649-2674.

The Building Educator (BEC) will host the hands-on workshop Wiring, Sat. and Sun. and 12. For details call 525-7610.

The San Francisco Architecture presents Show on Ecological Alternatives, Connection to Nature, on Thurs., Nov. 9, 555 Howard St. 1st and 2nd Streets from the Montgomery station.) Call 299-1299 for information.

CMG Mortgage Real Estate Financial shop, Sat. Nov. 18, 10 to noon at 1029 Solano Ave. Learn how to save costs when buying a home. For information and reservations, call Karen Ward.

Mark your calendar for upcoming Berkeley events. See Page 21.

Williams

Continued from page 18

president and assistant county manager for Alameda County. Shortly thereafter, Fidelity achieved number one market share in Alameda County, a position it maintained for five consecutive

years. In 1993, Alameda County was recognized as the most profitable county in Fidelity's nationwide office network, and Williams received President's Club recognition for the second time.

Williams has been married for 16 years and is the mother of four. She spends her leisure time enjoying music, traveling and reading both biographies and homework assignments from kindergarten through high school.

Classified:
339-8777

Berkeley Condos!

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EL CERRITO HILLS - PANORAMIC BAY VIEW! Immaculate 5 bedroom, 3 bath family home. Spacious living rm, sep. dining, nook, large family rm, laundry. View deck. Double garage. Great location. \$335,000.



ALBANY - Versatile small commercial near Solano Ave. Great opportunity for professional owner/user, home & office. Potential uses: therapist, law office, accountant. Four plus rooms, fenced yard, garden & patio. REDUCED TO \$235,000.

ALBANY CONDO - Easy living in this immaculate, quiet, 2 bedroom, 2 bath home near El Cerrito Plaza shopping, restaurants & BART. Small, well-maintained complex. Enclosed garages. Call for details. \$155,000.

EL CERRITO - Four bedrooms, 3 baths. Large family room, dining area. Two decks, some view. Low utility costs, wood burning fireplace insert, solar heated hot tub. Seismic retrofitted. Cement tile roof. Double garage. \$290,000.



NORM WILLIAMS REALTOR

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Please send information to Dennis Evanosky, Hills Newspapers, 5707 Redwood Rd., Oakland 94619, or call 339-4047.

Our FAX number is 339-4066.

IT WARD
Realtors Since 1947

BERKELEY

18 CLAREMONT CRESCENT OPEN SUNDAY 2-4:30

Storybook Elmwood traditional updated to reflect the conveniences of contemporary living. 3/3 + sep. studio. Miriam Wilson 652-0619 \$499,000.

2933 BENVENUE AVENUE OPEN SUNDAY 2-4:30

Price reduced! Elmwood charmer. Spacious craftsman brown shingle. Architectural treasure. 4/2+. Nancy Platford 652-5133 \$359,000.

2739 DERBY STREET OPEN SUNDAY 2-4:30

Spacious Elmwood duplex loaded with charm. Remodeled kitchen. Owner occupied. 2/2 up and 3/2 down. Barbara Kami 652-6973 \$355,000.

1147 SPRUCE STREET OPEN SUNDAY 2-4:30

Price reduced! Immaculate and sophisticated contemporary! Walk to the gourmet ghetto. 4/2+. Gayle Tantau 652-9881 \$399,000.

415 BOYNTON AVENUE

Charming North Berkeley contemporary. Beautiful bay view. Central patio. Excellent condition. Not a drive by. 2/1. Make an offer! \$305,000.

1415 HAWTHORNE TERRACE

Prime North Berkeley location! Interesting traditional with charming in-law. Large, level garden. 3/3. \$385,000.

90 THE UPLANDS

Elegant Claremont Mediterranean with wonderful spaces. Library with French doors onto patio garden. Great condition! 4+/3+. \$799,000.

OAKLAND

3161 ROBINSON DRIVE

Motivated seller! Contemporary custom built home with spectacular views. Large "cooks" kitchen, in-law possibilities. 5/4. \$699,000.

4241 GILBERT STREET

Pleasant duplex convenient to everything. Two car garage and good storage. 2 bedroom plus studio. \$225,000.

3769 LEIGHTON STREET

Thoroughly remodeled Arts & Crafts bungalow. New kitchen and master bedroom. Fireplace. Walk to Piedmont Ave. 3/2. \$189,000.

LOTS

DRURY ROAD, BERKELEY \$110,000 ea.

Build your dream house in a serene location with gorgeous views! Two side by side lots offered at \$110,000 each.

464 ARLINGTON BLVD, BERKELEY \$125,000.

Beautiful down-slope lot with big bay view. Architectural plans available.

2 TUNNEL ROAD, BERKELEY, CA 94705
510-845-6021

TEMPLETON COMPANY

BERKELEY

2 WILSON CIRCLE..... OPEN SUNDAY 2-4

Fantastic '50's style North Berkeley home w/ panoramic views & pool. 4+BR/5BA, study, family rm & pool. Trish McNeary 652-2133

OVERLOOKING THE BAY.....

Gracious 4BR/4BA Ratcliff design, pool on 1/2 acre. Ron Egner 652-2133

CLAREMONT MODERN.....

EXCELLENT VALUE! 4BR, 2.5BA. Studies, solarium, Bay view. Large private garden. Paul Templeton 652-2133 ext. 131

NORTH BERKELEY JEWEL.....

NEW LISTING! Gorgeous home & garden! 3 1/2 Bave 131

CRAFTSMAN BEAUTY..... GREAT PRICE

Spacious 3/1.5 updated home, large sunny garden. Ron Egner 652-2133

1622 VIRGINIA STREET..... OPEN SUNDAY 2-4

2BR, 1BA Edwardian fixer, big site, popular neighborhood. Paul Templeton 652-2133 ext. 131

3121 COLLEGE AVENUE #1..... OPEN SUNDAY 2-4

Beautiful & light 1+BR, 1BA Elmwood condo. Fairly new. Paul Templeton 652-2133 ext. 131

2922 HILLEGASS AVENUE #D..... OPEN SUNDAY 2-4

NEW PRICE! 1BR & 1BA condo, close to U.C. & College Ave. Paul Templeton 652-2133 ext. 131

OAKLAND

7000 DEVON WAY

off NORFOLK

OPEN SUNDAY 2-4

Expansive views, level land and extraordinary architecture at the end of a million dollar Claremont cul-de-sac.

Gini Erck 652-2133 ext. 133

\$729,000

LIVE IN A WORK OF ART.....

Award-winning Wilson Associates Rockridge masterpiece. beautiful design. Patios, lawn, views, 5 bedrooms, 3.5 baths. 1st floor suite. Gini Erck 652-2133 ext. 133

VERSATILE ROCKRIDGE LANDMARK.....

Wonderful period piece (or 3 units). Stroll to College Avenue Market Hall. Garage, shop and studio space. Jan Fougere 652-2133

5681 OAK GROVE AVENUE..... OPEN SUNDAY 2-4

NEW LISTING! 4/2.5 w/ remod kit & MBR suite. Jan Fougere 652-2133

331 CLIFTON AVENUE..... OPEN SUNDAY 2-4

Rockridge at your footsteps! 2 bedrooms, 1 bath, excellent condition at a great price. Gini Erck 652-2133 ext. 133

LOWER PIEDMONT AVENUE.....

Sunny 3BR/1BA traditional. Hidden neighborhood. Ron Egner 652-2133

SPECTACULAR VIEW LOT.....

A very special street with Golden Gate & serene hill views.

EL CERRITO

GORGEOUS..... PRICED TO SELL.....

Mt. Tam view, 4BR/2.5BA, private garden. Ron Egner 652-2133

CLAREMONT AVE. AT THE BERKELEY, CALIF.

510-652-2133

Events...

Read from page 20
Studios. Over 100 artists
people at 20 studios will
for information on
a map to this year's
call Susan Brooks, 845-

Teegarten of RAF
and John Herrick of
Brokers present a semi-
annual buyers of fixer-upper
properties on Wed., Nov. 15, at 7
p.m. at 3630 35th Ave., Oakland.
Reservations are required. Call 528-

Free First-Time Home
Seminar, sponsored by
Real Estate and Mortgage
Bank, is every first and third
Friday of the month at 7 p.m.
at 3630 35th Ave., Berkeley.
Reservations are required. Call 528-

specions and more. Receive a free
loan pre-qualification and a list-
ing of homes for sale in your price
range. Reservations required. Call
Russell Doi at 526-6554.

RAF Mortgage presents free
seminars on How to Make Money
Using the FHA 203K Rehab
Loan, every Wednesday, 7 p.m.
at 1722 Solano Ave., Berkeley.
Reservations required. Call 528-
0767.

Wausau Mortgage Corp. an-
nounces a free 203K mortgage
workshop Rehabilitate for Profit
or Equity with a Proven Prod-
uct, every Tues. and Thurs., 7 to 9
p.m. Call 1-800-801-1320 ext. 240
for locations.

Le Tip International, an or-
ganization of independent busi-
ness people devoted to exchange-
ing business leads and helping
other members, meets Wednes-
days at 7:15 a.m. Guests welcome.
Call Lisa Schliff at 236-3002.

REAL ESTATE FORUM

DIAN HYMER

An offer to purchase a house
should include a clause that pro-
vides a time period for the seller to
respond. Typically, such a clause
states that if the offer isn't accepted
by the seller in writing by a certain
date and time, the offer will be
deemed revoked. In most cases, the
clause also requires that written
acceptance be delivered to the buy-
ers, or to their agent, by the dead-
line specified in the contract.

Real estate agents often advise
buyers to have their offer expire
"upon presentation." This is not a
good idea, however. Technically,
"upon presentation" means that the
offer has expired by the time it is
presented. Also, many sellers ob-

How much time should be allowed between offer and acceptance?

ject to being asked for an immedi-
ate response.

Allowing too much time for a
seller to respond can also work
against you. In active real estate
markets, several days may be
enough time for other buyers to
make offers on the house you're
trying to buy. You could lose out to
another buyer or pay a higher price
due to increased demand for the
house.

Buyers often feel vulnerable
when they are waiting for a seller's
response to their offer. The biggest
fear is that their offer will be
"shopped" around to other agents
and buyers in the hopes of generat-
ing other offers. No doubt, there are
times when this happens.

But it's equally likely that your
written offer will discourage other
buyers from making offers. Many
buyers won't write an offer on a
property when there is already an
offer written. A lot depends on the
market. In a low-inventory market,
you're more likely to run into com-
petitive bidding than you will in a
market where there are plenty of
homes for sale.

Buyers do have some clout when
they present an offer. Until the of-
fer is accepted by the seller, the

offer can usually be withdrawn by
the buyer. It's in the seller's best
interest to respond to an offer in a
timely fashion. Buyers can change
their minds, or find another house
they like better if the sellers take
too long to reply.

Ideally, you want to give the
seller enough time to make an intel-
ligent and reasonable response to
your offer, but not enough time to
allow other buyers to interfere with
your prospective purchase. Find out
when your offer can be presented to
the sellers and how much time they
will need to make a decision. If you
set the response date too early, the
offer could expire before it's even
presented. If this happens, amend
the contract in writing to extend the
time period for the seller's response.

Sometimes it's impossible to
know at the time you write an offer
when it can be presented to the
seller. In this case, you might want
the response time to be a certain
time (24 or 48 hours) after the offer
is presented, rather than a specific
date.

It's rare for an offer to be ac-
cepted exactly as the buyers wrote
it, even when the price is accept-
able. Sellers usually propose modifi-
cations to the buyers' offer in the

form of a counteroffer. The coun-
teroffer will include a new deadline
for the buyers to respond in writing
to the sellers.

Make sure that your agent knows
how to reach you when you are in
the offer and counteroffer stage of a
contract negotiation. If you can't
be available in person, your offer
should include language stating that
facsimile and counterpart signatures
are binding. When a document is
signed in counterpart, copies of the
document are signed by the parties.
The original document can be signed
at a later date.

Buying and selling homes can be
a stressful experience. Responding
to the other party in a timely fash-
ion can help minimize uncertainty,
which will minimize stress. Your
contract should include the phrase
"Time is of the essence." This es-
tablishes a mutual agreement and
responsibility between you and the
seller to act in a timely fashion
throughout the transaction.

Dian Hymer is a broker associ-
ate with Coldwell Banker in the
Montclair/Piedmont office and au-
thor of *Buying and Selling a Home
in California* (Chronicle Books,
1994).

MASON McDUFFIE...Welcome Home

OAKLAND / PIEDMONT

FOR ALL IN PIEDMONT! \$499,500
Available value in this custom 60's home with oak
floors, gracious rms. Family rm with fireplace, huge
patio, fenced private yard, new kitchen, & space to
grow! 3BR, 2.5BA. NANCY LEHRKIND 428-0900

ANCE, PEACE & PRIVACY \$469,000
Steps to improve your life! Relax & enjoy luxurious
living in a picturesque sylvan setting. Leave the hectic
world behind to a master that's sweet!
JUDY DELACROIX 428-0900, 659-6332

ADIOUS UPPER ROCKRIDGE \$429,000
Your teens happy with their own suite of 2BR,
large numpus with fireplace! Upstairs space off-
plan kit, 3 more BR, 2BA, FDR, living rm w/ cathe-
dral ceiling! NANCY LEHRKIND 428-0900, 653-8092

THE PLUNGE! \$395,000
Own your own private pool at this well-located 3BR
in Crocker Highlands! 1920's charm, oak floors,
open to new, private deck!
NANCY LEHRKIND 428-0900

SOVIA HILLS RANCH \$364,000
Executive style retreat ideal
entertaining. Huge rooms, including FDR, FR with
wet bar. Master suites give flexibility to lifestyle!
JUDY 428-0900, 644-5423

TER ROCKRIDGE \$335,000
Only the unusual luxury of single-level living! This
3BR, 2BA is conveniently located & remodeled for your
comfort. Move right in! G. BOOMER 339-9290, 869-4202

BERKELEY / ALBANY

ERRITANEAN SPLENDOR! \$1,275,000
Extraordinary remodel of 1937 architect designed mas-
sive! Sun-filled! Updated! 5BR, library, den, 4.5BA, 2-
garage, garden! BEBE McRAE 845-0211

UTIFUL BROWN SHINGLE \$345,000
One of the century home currently used as duplex, new
inside and out, has all original hardwood floors.
SHARAD MATUS 834-2010

WINGS TO SMILE ABOUT! \$329,000
This big in such a choice location are few & far
between! 3BR, plus rm & large "great" rm just made for
great! What value! WENDY BAKKENTA 524-2526

CHITECTURAL GEM! \$315,000
Grand doorways lead to spacious living rm with unu-
sual 3 large BR plus an office & dbl garage make
this most comfortable home. WAGNER 524-2526

HOICE DISCOVERY! \$299,000
Loaded with surprises is this Albany 6BR, 4BA home.
Light with back view of the East Bay hills from a
brick terrace. Many options to own.
JUDY BAKKENTA 524-2526

ANY'S FINEST AREA \$219,900
Only \$219,900 for this special 2+BR with a large,
open yard. Open 11/12, Sunday, 2-4pm or call for an
appointment. JULIANA 524-2526

WEST COUNTY

ERRITO HILLS \$284,000
Gorgeous 3BR, 2BA home near golf course. Cozy living
room with fireplace & a sunny eat-in kitchen. Master
suite up, 2BR & full bath down.
JUDY MORTON 527-9800

WINGTON HILLS \$265,000
Purchase, open Sunday, Nov. 12, 2-4pm. Super open
plan, move-in condition, 2 large BR, level yard,
large garage, plus more.
JULIA FRANTZ 845-0211

LOTS

UNBELIEVABLE VIEWS OF SF \$175,000
The bay. Easy access to freeways.
JUDY CHIKAWA 428-0900, 547-8978

MOVE RIGHT IN! \$319,000
Redwood Heights gem remodeled for the 90's family or
buyer looking for 3BR, 2BA level yard, close to parks &
school. Quality workmanship, fine details!
JUDY FARRELL 428-0900, 450-0631

IMMACULATE HOME IN THE HILLS! \$259,000
Redwood Heights. This lovely home provides space &
convenience; 3BR, 1.5BA, kit with eat-in area, living rm
with free standing fireplace; dining area; rec rm & 2
decks. Price reduced! MIKE GOODMAN 526-5143

GLENVIEW SURPRISE \$249,000
Craftsman's cottage with extra spacious rooms & beau-
tiful, upgraded kitchen & bath. 3BR, walk to school!
Great location. RUTH BITTMAN 339-9290, 531-0202

URBAN GARDENER'S DELIGHT! \$177,000
Bring in the fresh basil & tomatoes for dinner from the
lovely level garden of this large 2BR craftsman! Full
basement, inside-access garage, walk to BART!
NANCY LEHRKIND 428-0900, 653-8092

HOME FOR THE HOLIDAYS! \$169,950
A adorable upper Laurel bungalow in move-in condition.
Fresh paint inside & out, huge living room, formal din-
ing, many extras. See it soon! A. NG 339-8888, 531-4096

BEGGING FOR A BUYER! \$129,900
A sweet 3BR, 1BA newly renovated, nicely located in
one of Oakland's well established areas. Pride of owner-
ship. STAN HICKS 834-2010

REMODELED BERKELEY BUNGALOW \$195,000
2BR, hardwood floors, new kitchen & bath, top of the
line tile & marble. Great yard with deck. Walking dis-
tance to BART & shopping. DARRIN 834-2010

1ST TIME BUYERS! BEST VALUE! \$189,500
This affordable, sunny North Berkeley bungalow has
2BR, 1BA, formal dining room & office, central heat,
upgrades & storage. Move-in! Near BART, shopping,
UC, easy commute. MIKE GOODMAN 526-5143

AN OPPORTUNITY NOT TO BE MISSED! \$183,500
This is your chance to live in Albany in a well-maintained,
charming home with fireplace & hwd floors.
Open Nov. 12, Sunday, 1-4pm. Come see.
JULIANA WYNBERG 524-2526

SPECIAL CONDO WITH PATIO! \$179,000
2BR, 2BA, light & airy condo. Flower filled patio, flexi-
ble DR, fireplace in LR, marble counters in baths, rear
corner unit. Just listed!
ESTELLE KENT 845-0200, 527-4447

BAY VIEWS! DECK! YARD! \$177,500
Updated kitchen & large spacious rooms in this beauti-
ful, pristine condo. Best area close to Gourmet Ghetto,
UC & transportation. Too good to miss!
NAOMI KANE 849-3711, 236-5488

EXPANSION POTENTIAL! \$198,000
This beautiful 3BR, 1+BA home has a huge basement
that could increase its already generous suite! Bay view
from kitchen & bedroom, living room with cathedral
ceiling. MARY GRAY 527-9800, 869-4471

TAKE YOUR PICK! \$115,900-\$179,950
Three fab condos! 2 & 3BR/2BA. Well maintained, quiet
and comfortable with decks and balcony. Security, extra
parking and storage. Views of marina, bay, park and
hills. MIKE GOODMAN 526-5143

VIEW LOT ON LEVEL CUL-DE-SAC \$82,500
Opportunity for building your dream home or spec
home in a wonderful location among other stunning
homes. HELENE BARKIN 849-3711, 273-9312

The GRUBB Co.

Experience is essential.

PIEDMONT

Open Sunday 2-4:30 p.m.

156 DRACENA AVENUE \$1,075,000
Spacious living & frml dining, solarium Family rm w/lrplc
Mstr ste. w/city views. 6 bedrms w/4 pair MINDY SCOTT
410 HAMPTON ROAD \$1,195,000
Stylish contemporary. Light & spacious rooms with high
ceilings. Mostly one-level. 5/5, lanai, pool & spa. JUDY CAIN
1726 OAKLAND AVENUE \$850,000
Try a lease option. Great value. Legal One bedroom apartment
Spacious rooms. Walk to school. SUSANNE PAUL
21 PARK WAY NEW EXCLUSIVE \$749,500
Elegant 3-story traditional
Five + spacious bedrooms
Formal living/dining & library
Seller financing available
ELIZABETH DICKSON
407 PALA AVENUE NEW EXCLUSIVE \$749,000
Perfect floorplan! Great vul 4 bdms upstairs/2.5 baths
Beautifully remodeled. Yard & garage. KATHERINE COOPER

42 HIGHLAND AVENUE \$675,000
Great value! Great space 4/3.5, garden and pool. Separate
home office. Walk to school, center of town. SUE VEIT
333 SCENIC AVENUE \$549,000
Stunning SF Bay view from almost every rm! Fantastic location
Dramatic living room. Roof terrace. SHEILA GALLAGHER
10 HARDWICK AVENUE \$528,500
Move in today! Gorgeous 3 bedroom traditional
Indoor/outdoor living. Center of town. KATHLEEN CALLAHAN
162 ESTATES DRIVE \$519,000
Stunning SF Bay view. Kit/frm rm combo. Downstairs plus rm
w/separate entrance & bath. Pool 3/3 BETTINA BALESTRIERI
172 ESTATES DRIVE NEW PRICE \$494,500
Spacious Piedmont Contemporary. Live Oaks and pool with
South Bay views. An entertainer's dream LINDA MCCLAIN
80 ARROYO NEW EXCLUSIVE \$379,500
Wonderful traditional. Gorgeous new kitchen. Landscaped
garden. 7% fixed seller financing. SHERRI WILLSON OAKLEY

OAKLAND

Open Sunday 2-4:30 p.m.

5630 BACON ROAD \$645,000
Almost 1.5 acres. Private serene setting. Dance room. Pool.
Zoned for horses. Room for tennis court. HELEN BUTY
5665 WEAVER PLACE \$595,000
Versatile floor plan. Remodeled 4/3. Wonderful indoor/
outdoor living. Park-like setting! DONALD WOOLHOUSE
6307 BROOKSIDE AVENUE \$539,000
Stunning Mediterranean w/gorgeous tile & wood detail. 4/3
w/remodeled kitchen & landscaped garden. ANIAN TUNNEY
923 MOUNTAIN BLVD. \$475,000
Gorgeous new level-in home w/4 bdms, family rm w/fireplace
off kitchen. Walk to Montclair. 3400 sq ft. DEBRA J. DRYDEN
3109 BUTTERS DRIVE NEW EXCLUSIVE \$449,000
Unique trad. on 3/4 acre. 7-year old home. Creekside setting
w/garden & mature oaks. JOSEPHINE O'SHAUGHNESSY

4833 PROCTOR AVENUE \$379,000
Stylish new three bedrooms/two and one-half baths with
granite counters. Hardwood floors & top finishes. ED KUO
2085 DRAKE DRIVE \$375,000
Beautiful level property. Sunny secluded patio. Terrific family
home. Four bedrooms and three baths. JEAN SIMMONS
5850 BROADWAY NEW EXCLUSIVE \$319,000
Prime Rockridge location w/open floor plan & lrg light-filled
rooms. Beautiful living/dining rooms. JUDY RANKANKAN
5930 MERRIEWOOD \$299,000
Peaceful Montclair retreat. Move-in condition. Sunny & private
3 bdms/2.5 baths. Large skylight. Hot tub. SUSANNE PAUL
50 HARBORD COURT \$289,000
Inviting trad. in Upper Rockridge w/beautiful windows and a
split-level floor plan. Vintage charm. KATHERINE COOPER

BERKELEY

Open Sunday 2-4:30 p.m.

169 VICENTE ROAD
New Country-English with view. Four bedrooms and two and one-half baths with sunny cook's kitchen, hardwood floors and
granite countertops. Wonderful indoor/outdoor living. Terraced garden with creek. JOHN KARNAY

NEW EXCLUSIVE \$579,000

LAFAYETTE

Open By Appointment Only 1-4:00 p.m.

3695 NORDSTROM LANE
Exclusive listing. Happy Valley landmark home. Architect designed and built in 1939. One acre property, includes pool, tennis
court, carriage house. Totally remodeled. Unique and unbelievably beautiful. Exquisite gardens. NANCY ROTHMAN

CALL TO SCHEDULE APPOINTMENT \$1,625,000

PIEDMONT

By Appointment

ACREAGE IN PIEDMONT \$3,750,000
Gorgeous Georgian residence. Spectacular landscaped
grounds inclusive of pool & tennis court. D. GRUBB JR
MEDITERRANEAN VILLA \$2,495,000
SF views. Terraces w/pool & spa. Five bedrooms/five and
one-half baths. Separate guest quarters. ANIAN TUNNEY
BEAUX ARTS ESTATE \$2,450,000
San Francisco elegance in central Piedmont. Exquisite
details. Gourmet kit. Gorgeous entertaining. ANIAN TUNNEY

GEORGIAN COLONIAL \$1,490,000
Exquisite trad. w/beautiful archit. detailing. Level gardens,
pool & studio. Fantastic kit & sunroom. JEAN SIMMONS
HOME FOR THE HOLIDAYS \$795,000
Fabulous home for entertaining. Central courtyard. Formal
living & dining. Comfortable family room. MINDY SCOTT
PRICE & LOCATION \$275,000
Very private Piedmont home. Needs TLC, but priced right.
Three bedrooms /two and one-half baths. HELEN BUTY

OAKLAND

By Appointment

NEW ESTATES COMMUNITY \$849,000
Panoramic bay view! New construction. Traditional floor plan
4 bdms/3.5 baths. Private yet close-in location. ED KUO
PRIVATE ESTATE \$699,000
Prestigious, stylish. Four bedrooms and three and one-half
bath, acre, pool, sauna & greenhouse. KURT BUCHHOLZ
ON TOP OF THE WORLD \$650,000
Gorgeous new home under const. Exquisite vus. Opportunity
to choose color design & upgrades. D. GRUBB JR
ENGLISH COUNTRY \$499,000
Enchanting English country home, amazing living room, 3
plus bdms/2.5 baths, great kitchen & fam room. JUDY CAIN
CROCKER ELEGANCE \$429,000
Crocker Traditional w/hwd floors, 3 fireplaces & solar
heating. 3 bedrooms/2.5 baths. Garden. JUDY CAIN
RUSTIC CONTEMPORARY \$419,000
5 bedrooms/3 baths (includes master suite). Country setting
with yard. Hardwood floors. Great location. KURT BUCHHOLZ

PIEDMONT SIDE OF MONTCLAIR \$409,000
Exceptional value. Stylish traditional, level-in. Three bedroom/
three bath with family room and garden. ELIZABETH DICKSON
SEQUOIA HIGHLANDS \$375,000
Spacious, custom built home. Level-in. 4+ bedrooms/3.5
baths. Formal dining/living + rumpus. Secluded. HELEN BUTY
MONTCLAIR - GREAT BUY! \$329,000
Bay views. Kitchen and
baths updated. Fantastic
outdoor living. Three
bedrooms and two baths.
ANGELA WEI GRUBB
PRIDE OF OWNERSHIP \$299,000
Enjoy custom features at a reasonable price. 3 bdms/2 baths
including master suite. Remodeled kitchen. SUSANNE PAUL
WOODED SETTING NEW EXCLUSIVE \$279,000
Unique Montclair contemporary w/serene setting. Two master
suites & new family room. Two fireplaces. JUDY RANKANKAN

View our listings on the Internet at <http://www.hayward.com>

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EL CERRITO
(510) 527-9800

KENSINGTON
(510) 526-5143

MONTCLAIR
(510) 339-9290

MONTCLAIR
(510) 339-8888

PIEDMONT
(510) 428-0900



253-0330

Dunning...

Continued from page 18
ers-in-the-making.

The number one reason why listings expire is that the seller does not have a strong enough motivation to sell. He or she is not committed to the process. It is apparent in an initial asking price which is too high and a seller who is slow in adjusting the price to the actualities of the market. It is not priced competitively with properties in the same category in terms of location, size, condition, quality, features, schools, and convenience to shops and transportation. When a property of this type does not sell, the situation is often seen by a seller as a deficiency on the part of the agent, when, in fact, the only deficiency was taking the overpriced listing in the first place.

Preparing a home for sale and going through the marketing process is generally a stressful, time consuming experience. Much time and aggravation can be saved if you do not resist how the market really works. I agree with the expression "Hoping is the language of the poor." Hope will not get you a higher price for your home than the market is

prepared to give. Consider yourself a seller only if you accept this as the truth.

Call me if you would like a copy of my article published earlier this year, *Understanding the Market*.

Don Dunning is a 16-year real estate veteran and a Broker Associate with Wells & Bennett Realtors in Oakland. He can be reached at 531-7000, ext. 239.

Gough...

Continued from page 19

necessary background. Compare this to seeing your doctor. The doctor cannot help if he doesn't know where it hurts. And you only hurt yourself if you fail to provide all the necessary details about your financial picture.

Schedule regular meetings. Once you start to execute your investment strategy, you probably will want to meet with your financial professional periodically for status updates. The frequency of your meetings may depend on your strategy. For example, if you use a buy-and-hold strategy, you may not need to visit your professional as often as someone who makes trades on a daily or weekly basis.

Don't clam up on each other during market downturns. A financial professional can present investment ideas that you may never have previously considered, and you may offer personal insights that can help your professional make sounder investment suggestions.

But when the going gets rough, don't tune out the professional. Nobody can predict exactly what the market will do, but your financial professional has the experience to give you alternative strategies to help your portfolio in good times and bad.

Working closely with your financial professional requires both patience and trust.

And the more openly you communicate with your professional, the better opportunities you give yourself for financial success.

Talk with your financial professional to see how well you've kept the lines of investing communication open.

Homeowners urged to dispose of oil responsibly to keep Bay clean

No responsible person would intentionally pollute the San Francisco Bay, but it happens when automobile fluids are not disposed of properly.

While nearly half of all Americans change their own motor oil, very few know how to store or dispose of it properly. Unknowingly, many contribute to urban runoff pollution by dumping onto the ground toxic materials associated with auto maintenance.

As a result, water flowing over driveways, streets and parking lots picks up these contaminants and carries them into the storm drain system, which flows untreated into local creeks, Lake Merritt and the Bay. Others pollute area waterways by pouring toxic materials directly down the storm drain.

However, by following a few simple guidelines, Alameda County residents can maintain autos at home and help prevent pollution.

According to the San Francisco Estuary Project, Americans illegally dispose up to 120 million gallons of used oil annually — 11 times that of the Exxon Valdez spill.

"Too many people incorrectly think that used auto fluids can be dumped into the trash, onto the ground or down the storm drain system. What many don't realize is that they are directly contributing to polluting the Bay," says Jack Lindley of the Alameda County Urban Runoff Clean Water Program. "An environmentally safe alternative involves proper disposal and recycling of contaminated materials such as used motor oil, antifreeze or gasoline."

Lindley encourages residents to call the Clean Water Program at 670-5543 for a list of local service stations, collection centers or fire departments that accept auto fluids.

While antifreeze is disposed of, oil is often recycled into lower-grade oils. Car batteries also are recyclable. Most disposal facilities do not charge people to take auto fluids, but some may charge up to \$1 a gallon for oil and \$3 a gallon for antifreeze. In Oakland, the garbage service offers a curbside pickup program for motor oil for the convenience of local residents.

Stop drips and avoid leaks

Storm water contamination also comes from leaks and spills during maintenance procedures. Do-it-yourselfers should avoid leaks and spills by placing a drip pan under the work area.

"People are naturally inclined to

hose leaks and spills down the drain, which in turn contaminates the water," Lindley says.

A simple alternative to hosing is saturating leaks with absorbents like saw dust, cornmeal or kitty litter. Once the fluid has been absorbed, disposal of the contaminated materials should be handled the same as oil.

Improper storage and disposal of gasoline from cars, as well as boats, jet skis and lawn mowers is another winter maintenance activity that contributes to urban runoff pollution.

According to Dick Pantages of Alameda County's Household Hazardous Waste Division, "When the question of what to do with excess gasoline arises, the best solution is to use it up before it deteriorates. If you have no need for it, either give it to someone who does or take it to your local waste collection center to be recycled or disposed."

Flame-proof containers for carrying gasoline can be purchased for about \$10 at any auto parts stores. Plastic, glass and Styrofoam containers found around the house are commonly used for storing auto fluids, but plastic erodes, glass breaks and Styrofoam is flammable.

"The original containers in which oil comes when purchased are best for storage because they are specifically designed to withstand the pH of such petroleum products," Pantages said.

If the original oil container cannot be located, Pantages suggests using a thoroughly rinsed bleach or detergent container. However, it is

vital to remember that such containers must be completely clean to avoid a dangerous chemical reaction.

Once the auto fluid is properly secured in its airtight container, it is a good idea to keep it away from children and pets to prevent injury or spills.

Perhaps the best way to avoid contamination of urban runoff by auto fluids is to take your car to be serviced by professionals, Pantages said. When comparing the cost of equipment necessary to maintain your car at home with what a service station or auto shop will charge, the difference is only about \$5.

"Once people consider the time, cost and energy it takes to maintain an auto at home, some may decide that taking their cars in is easier after all," Pantages said.

Alameda County residents interested in learning more about proper storage and disposal of auto fluids can contact the Alameda County Household Hazardous Waste Division at 670-6406.

Information on proper auto maintenance and other tips on keeping local creeks and the San Francisco Bay free of pollution are available by contacting the Alameda County Urban Runoff Clean Water Program at 951 Turner Court, Room 300, Hayward 94545.

The Clean Water Program is a partnership of Alameda County and its 14 city governments. It is governed by representatives from each of its member agencies, including Piedmont.

Caution urged in wake of recent hills fires

In the wake of recent home fires that have claimed property and lives, the American Red Cross Bay Area urges home fire safety and prevention. Red Cross stands ready to respond 24 hours a day, 365 days a year, to any disaster, large or small.

This past month alone, Red Cross volunteer Disaster Action Teams provided for the immediate disaster-related needs of more than 60 families and individuals to help prevent home fires and to help ensure that if a fire does occur, lives will not be lost. American Red Cross Bay Area offers the following tips.

If Fire Strikes:

- Always crawl low under smoke.
- Don't open the door if it's hot. Find another way out.
- Stop, drop, and roll if your clothing is in flames. Cover your face and mouth with your hands while rolling.

• Tackle to the ground anyone running with burning clothing; help them roll.

• Get out and stay out. Don't spend time gathering clothes or valuables.

• Call the fire department from a neighbor's home.

How to Prevent and Prepare for a Fire:

- Install smoke detectors and make sure they operate properly (replace batteries annually).
- Purchase a fire extinguisher (an A-B-C type which is useful on all fires).
- Place a collapsible ladder on the upper floor of your home.

- Keep a whistle in each room to awaken sleeping.
- Plan two escape routes from each room.
- Keep matches and candles away from small children.
- Learn how to turn off electric systems at main panel.
- Repair defective electrical and leaky gas connections.
- Check your electrical panel — Don't overload outlets.
- Consider installing smoke detectors.
- Make a list of property and valuables. See CAUTION.

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\$65,000 CONVENIENT! One bedroom, top floor, near shopping & Lake Merritt. Anna Woo 865-4340

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\$75,000 MONTCLAIR your dream hideaway! Montclair! Kathy Hirsch

\$96,000 TWO UNITS room unit, one 1 bedroom, spacious! Seller financing! Anna Woo 865-4340

\$114,900 LAKEVIEW Two bedrooms, large, spacious! Teri Lee 521-1111

\$119,000 3486 35th St. TRALLY LOCATED! LOW! This 2+ bedroom has more rooms than small bedrooms. Closest to shopping and transportation! Newer lacquer tub! Anna Woo 865-4340

\$127,500 442 44th St. CHARMING. WELL TAINED FAMILY HOME! Includes 3 bedrooms, 1 wood china cabinet, basement & garage! Anna Woo 865-4340

\$149,000 330 EIGHTH CATED IN THE HEART OF CHINATOWN! A home with large master bedroom, large kitchen, underground parking! Anna Woo 865-4340

\$155,000 2446 21st St. LARGE & SPACIOUS! 3 bedrooms, 2 bath home! Tended family! Large corner lot, fenced yard, parking! Kathy Hirsch

\$199,900 THREE UNITS 1 bath unit, one 1 bath unit, one 1 bedroom. Garage for 3 cars. Separate! Conveniently located! Teri Lee 521-1111

\$450,000 3923 BRAD UNIQUE COMMERCIAL! Two-story building, kitchen, bar, downstairs upstairs meeting hall, restrooms, restrooms, playground! Elaine Borchert

KENSINGTON

\$207,000 407 BERKELEY BLD. A BUNGALOW! TREAT! This 2 bedroom offers a fireplace in living kitchen and hardwood floors! Probate Sale! Anna Woo 865-4340

MARTIN

\$279,500 261 BRIAR SUN. 1.4 WONDERFUL HOME ON CUL-DE-SAC! 3 bedrooms, 2 1/2 bath modern kitchen, beautiful family room & deck! Anna Woo 865-4340

SAN LEAN

\$115,000 2282 BELLEVUE FORDABLE LIVING! ANT NEIGHBORHOOD! room, 1 1/2 bath complex amenities, washer, dryer and more! Schumacher 322-0401

\$240,000 251 WEST SUN. 2:30-4:30. URGENT! This 2 bedroom offers lap pool & hot lot with fruit trees & possible in-law! Connie Hanna 814-4706

\$305,000 170 HARBOUR INVESTMENT OPPORTUNITY! Zoned commercial! Victorian with 1 bedroom, 1 1/2 bath, hardwood floors, undermount, updated kitchen, bath! Kathy Hirsch

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HOMES OPEN SUNDAY 2:00-4:30

265 SEA VIEW, PIEDMONT - 5BD/3BA.....\$1,095,000 Exceptional Best location, rich detail, rumpus, 1/2 yard, Georgia Cornell	6241 CONTRA COSTA RD, UPPER ROCKRIDGE - 4BD/3BA, \$442,000 Level-in, stunning SF view, huge rec room, large yard, Wendy Gardner
32 GRAVATT DRIVE, BERKELEY - 3BD/3BA.....\$330,000 Just listed! Exciting new Claremont Hills center, views, Patty Scott	6045 CONTRA COSTA RD, UPPER ROCKRIDGE - 4BD/3BA, \$429,500 Quality remodel, pano views, au pair, new landscaping, Dee Knowland
312 ST. JAMES DRIVE, PIEDMONT - 4BD/4BA.....\$849,000 Piedmont side! Meticulously crafted trad, family rm, library, Dick Cohen	6645 HEARTWOOD DRIVE, MONTCLAIR - 4BD/2+BA.....\$407,000 New listing! All level, fabulous bay views, lg lot, master suite, Joan Dark
11 SELBORNE DRIVE, PIEDMONT - 6BD/4BA.....\$798,000 Beautifully updated, open & airy, large rec rm, level yard, Sally Morrison	1865 BRENTWOOD ROAD, OAKMORE - 3+BD/2+BA.....\$362,000 Split level Spanish Medit, family room, private level lot, Nancy Chew
5914 BRUNS COURT, MONTCLAIR - 4+BD/3+BA.....\$589,500 Piedmont side! Meticulously crafted trad, family rm, library, Joan Daniel	6650 MOORE DRIVE, MONTCLAIR - 4+BD/3BA.....\$349,000 Large contemporary, fam rm, bonus rm, private patio & spa, Dick Cohen
101 DALE AVENUE, PIEDMONT - 3BD/2+BA.....\$575,000 Two-story traditional, newer kitchen, large yard & deck, Francis Heath	1006 GALVIN STREET, GLENVIEW - 3+BD/1+BA.....\$289,000 Uniquely charming! Family room, hwd flrs, large yard, Donna Costella
919 LARKSPUR RD, CROCKER HIGHLANDS - 4+BD/3BA, \$549,000 Cul-de-sac in best location! Spacious & lovely, family rm, Dee Knowland	1857 MAGELLAN DRIVE, MONTCLAIR - 3BD/2BA.....\$269,000 A unique & exciting home! Remodeled kit, walk to Village, Joan Hause
51 BAY FOREST DRIVE, NORTH HILLS - 4BD/2+BA.....\$499,500 Quality new, cast bay view, designer kitchen, fam rm, Vicki Woodhead	475 HUDSON STREET, ROCKRIDGE - 3BD/1+BA.....\$249,000 Brown shingle w/craftsman details, remodeled kit, yard, Donna DeBardi
775 ALVARADO DRIVE, BERKELEY - 4+BD/2BA.....\$499,000 Bay & hill views, remodeled kit, den, gorgeous garden, Donna Costella	1131 EXCELSIOR, CROCKER HIGHLANDS - 3BD/1BA.....\$200,000 Elegant traditional, large eat-in kitchen, level back yard, Kirk Phillips
6117 ASCOT DRIVE, MONTCLAIR - 5BD/3BA.....\$499,000 Beautifully decorated contemp, dramatic bay views, decks, Thomas Wurst	462 RICH STREET, TEMESCAL - 2BD/1BA.....\$189,000 Charming split level, craftsman details, private garden, Sandi Klemmer
48 CREST ROAD, PIEDMONT - 2BD/2BA.....\$489,000 1/4 acre on desirable street, large master suite, eat-in kit, Rosalie Woods	3945 HARRISON ST. #21, ROSE GARDEN - 2BD/2BA.....\$149,000 Upgraded executive condo in desirable 12 unit bldg, Claudia Ellinghaus

BY APPOINTMENT

MAGNIFICENT PIEDMONT ESTATE.....\$2,450,000 Albert Farr design. 5BD/4+BA, chef's kitchen, family rm, library, rumpus, elevator, pool, beautiful park-like grounds, Joan Daniel	STORYBOOK COLONIAL.....\$339,000 Surrounded by a white picket fence, this beautiful home features 3+BD/3BA & fabulous country kit. Sandi Klemmer/Dick Cohen
HANDSOME PIEDMONT OFFERING.....\$1,795,000 Designed for the active family & elegant entertaining. 5BD/4.5BA, au pair, library, fam rm, rec rm, Sally Morrison/Dee Dee Bonham	RICH ARCHITECTURAL DETAIL.....\$338,000 Located in the convenient Lakeshore area, 4+BD/3BA, gracious living rm, formal dining, wonderful terraced garden, Robyn Mohr
WILDWOOD GARDENS - PIEDMONT.....\$825,000 Lovely traditional with view, spacious rooms, and beautiful mature gardens. 5BD/3BA, au pair, play room, Sandi Klemmer	QUALITY CONSTRUCTION - MONTCLAIR.....\$324,000 Four year old contemporary with fine architectural features in a private setting. 4BD/3BA, family room, decks, Joan Hause
PRIVATE MINI-ESTATE.....\$775,000 Superbly crafted new construction with old world craftsmanship. 4BD/3BA, gourmet kit, library, lawns & gardens, Sandi Klemmer	FABULOUS MONTCLAIR LOCATION.....\$319,500 Piedmont side Level-in, spacious 5BD/3BA with separate entry down to 2BD/1BA. Gleaming hwd flrs, eat-in kit, Rosalie Woods
PRIME LOCATION - PIEDMONT.....\$499,900 Great for entertaining! 3BD/1+BA, family room off kitchen, level-out to patio and lawn, move-in condition, Debi Fitzgerald	LOTS OF CHARACTER - MONTCLAIR.....\$299,000 New listing! Soaring beam ceilings, floor to ceiling stone fireplace, 3BD/2BA, formal dining area, 2-car garage, Kathy Flynn
BAY VIEW SPANISH MEDITERRANEAN.....\$499,000 Excellent North Berkeley Hills location! 4BD/2BA, formal DR & brkfst nook, level out to patio & garden areas, Donna DeBardi	ROSE GARDEN TRIPLEX.....\$299,000 Spacious 3BD/1BA owner's unit is entire top floor. Two additional units with 1BD/1BA. New exterior paint, Michelle Miller
ALL LEVEL LIVING.....\$489,000 Remodeled 4BD/2+BA home w/great attention to quality & detail. Nestled in the redwoods with bay views. Elegant! Robyn Mohr	OLD WORLD CHARM!.....\$282,500 Great floor plan, 3+BD/1.5BA, formal DR opens to garden patio, eat-in kitchen, big basement, walk to everything, Debi Fitzgerald
BEST CROCKER LOCATION.....\$409,000 Beautifully renovated! 3BD/2+BA, large master suite, dining room with charming built-ins, den, family room with frpl. Georgia Cornell	BRIGHT, SUNNY CONDO.....\$268,000 Two story unit with soaring ceilings. 2BD/2+BA, plus rm, wooded grounds with walking paths, pool and clubhouse, Joan Daniel
PIEDMONT PINES RANCH.....\$389,000 Located on a quiet street near the Regional Park. 5BD/3BA, stunning SF/GG bay views, lg rec room on lower level, Wendy Gardner	HEART OF ROCKRIDGE.....\$249,000 Very charming 2-story home located on a quiet walk-only street. 2BD/1BA, fireplace, upgrades, landscaped yard, Ann Nichols
CUSTOM NEW CONSTRUCTION.....\$379,500 Dramatic 2-story living room, 3BD/2+BA, great kit, master suite, family rm, rear deck overlooks landscaped yard, Chuck Corwin	REDWOOD HEIGHTS.....\$222,500 Well kept ranch located on a cul-de-sac. 2BD/1+BA, large eat-in kitchen, new landscaping, spacious floor plan, Sandi Klemmer
WALK TO MONTCLAIR VILLAGE.....\$379,000 Architect remodeled contemp. 4BD/3BA, au pair, hwd & slate floors, skylights, lovely patio & terraced yard, Vicki Woodhead	NORTH BERKELEY BUNGALOW.....\$215,000 Conveniently located, 2BD/1BA, upgraded kit leads to deck & level yard, separate playroom/office, workshop, yard, Ann Nichols
LOVINGLY RESTORED CRAFTSMAN.....\$369,000 1911 classic on quiet street. Remodeled kit/baths, 1BD in-law, large yard, Crocker schools, easy SF commute, Wendy Gardner	COUNTRY CLUB/ROCKRIDGE.....\$185,000 North bay view condo in excellent building. 2BD/2BA, move-in condition, well equipped kitchen, balcony, Joan Daniel
PIEDMONT SIDE OF MONTCLAIR.....\$369,000 Architect designed contemporary with unique hand carved teak throughout. 3BD/3BA, den, south bay view, Dee Dee Bonham	PERFECT CALIFORNIA BUNGALOW.....\$149,900 Ready to move in! 2BD/1BA, new paint, hwd flrs, great back yard, landscaping, deck, storage space, Claudia Ellinghaus
SEQUOYAH HILLS MEDITERRANEAN.....\$359,000 Over 1/3 acre, private driveway, 4BD/3BA, rumpus, office, formal dining, remodeled kit, hwd flrs, 2-car garage, Vicki Woodhead	LAKESHORE CONDOMINIUM.....\$122,500 Spacious 2BD/2BA corner unit in grt walk-to-shopping loc. Well designed floor plan, lovely courtyard, pool & sauna, Joan Hause

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Area Home Sales

ALAMEDA
 1932 Downey Place - \$257,500
 1717 Ganges Ave. - \$180,000
 1112 Richmond St. - \$149,000
 2542 Tulare Ave. - \$275,000

EL SOBRANTE
 5717 Oliver Court - \$359,000
 3753 Painted Pony - \$204,000

EMERYVILLE
 1063 48th St. - \$145,000
 5 Commodore 406b - \$100,000
 4 Commodore 427d - \$166,000

KENSINGTON
 227 Amherst Ave. - \$250,500

OAKLAND

BERKELEY
 398 Adams St. - \$110,000
 1370 Barrows Rd. - \$224,000
 3931 Bayo St. - \$130,000
 3516 Brookdale - \$111,000
 4500 Camden St. - \$145,000
 3033 Carlsen St. - \$226,000
 2036 East 21 St. - \$105,000
 3839 Everett Ave. - \$217,000
 988 Franklin, 427 - \$115,000
 801 Franklin - \$155,000
 555 Jean, 632 - \$116,500
 3467 Jordan Rd. - \$176,000
 151 Lakeside Dr. - \$75,000
 10225 Longfellow - \$125,000
 2945 Madera Ave. - \$169,500
 1508 Magnolia St. - \$127,000
 4024 Mera St. - \$120,000
 3207 Millsview - \$175,000
 3363 Morcom Ave. - \$177,000
 2626 Nicol Ave. - \$137,000
 4778 Redding St. - \$143,500
 27 Rio Vista Ave. - \$150,000
 4610 San Sebastian - \$249,000

EL CERRITO
 4610 San Sebastian - \$249,000

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BRAND NEW DR. Claremont Hts. contemp. Brand new 4BD, 1000 sq ft.....\$698,000
 Formal area, gated, level courtyard for children/pets, view, Marie Kenaga 339-1774

QUARIUS WAY. Built for an artist! Custom bay view, Mediterranean in.....\$525,000
 Detached studio. Wonderful style & detail. Peter Nicolopoulos 339-9780

WILDERWOOD. Very spacious 3BD, 2.5BA on extra large level lot. South.....\$405,000
 Kitchen with island & breakfast area. Christine Christensen 530-8412

ROCKIDGE BLVD. SO. Striking, sunny 3BD, 2BA, skylights, FDR.....\$336,500
 Great yard, roomy kitchen, great location. Stan Hammond 839-5846

WILMORE RD. NEW LISTING! Charming Oakmore Tudor with potential.....\$299,000
 BA formal dining, Creekside setting. Wendy Callaghan 839-9197

LEWIS AVE. Piedmont fixer near rose garden! Sunny 3BD, formal dining.....\$235,000
 New tile in kitchen, garage & yard. Lisa Weil 531-1653

WEST AVE. New listing in Maxwell Park! Charming 3BD, freshly painted in &.....\$142,000
 Dining room with built-in cabinets, large bsmt. Kate Phillips 436-4100

SHOWN BY APPOINTMENT

BERKELEY ESTATE. Graciously appointed on mature grounds w/bay.....\$695,000
 Incredible floor plan w/in-law as well as au-pair possibilities. Wendy Callaghan 839-9197

EL SOBRANTE. Plus 5 bridge view from this stunning Hiller.....\$479,000
 Gleaming hardwood floors, grand rooms. Mary Neuberger 635-9103

EL CERRITO. In Piedmont Pines. New construction. Spacious & bright 3+BD.....\$479,000
 Hardwood lot. Financing available. Wendy Callaghan 839-9197

CONSTRUCTION - MONTCLAIR. 4BD, 2.5BA. Huge kitchen/family.....\$469,000
 Level yard, dining/living rooms. David Hennigan 339-0275

EL CERRITO - MODERN CONVENIENCE. Victorian 4-plex, renovated.....\$365,000
 Excellent Gold Coast expansion possibilities. Large units. Stan Hammond 839-5846

EL CERRITO - EXTENDED FAMILY. Great floor plan & sep of space in this.....\$279,000
 3BD, 3BA home. Enormous fam rm w/wet bar & deck. Cheryl Gabriel 531-7000

EL CERRITO & APPEAL. Walk to College Ave. Duplex 2BD units, new baths.....\$269,000
 Hardwood floors. Great opportunity. Stan Hammond 839-5846

EL CERRITO - DREAMS! On 1/4 acre with decks, pool, spa, lovely gardens.....\$249,000
 2 car garage, fireplace, hardwood floors. Mary Neuberger 635-9103

EL CERRITO - VICTORIAN/CRAFTSMAN. Stunning, renovated w/permits. 4BD.....\$239,500
 1/2 acre, china cab, cove ceiling, 3 car gar, gourmet kit. Frank Hennefer 654-6461

EL CERRITO - OFFER! Near Piedmont Ave. Spac home, 2BD, 1BA, big LR & DR. Huge.....\$224,950
 Hardwood floors. Recently painted. Let's make a deal. Hilda Hirschberg 531-4633

EL CERRITO - FULL 3BD. 2BA ranch with beautiful garden. Large kitchen with.....\$219,500
 Hardwood floors. Basement for storage. 2 car att'd garage. Christine Christensen 530-8412

EL CERRITO - CONDO? Yes, per tax assessor. Whole floor. Breathtaking lake view.....\$218,000
 Hardwood floors, 3BD, 2.5BA. Courtyard entry. Noll Davis 531-9536

EL CERRITO - HOME W/WOODED VIEW! Enjoy the price and quality construction in.....\$215,000
 2BA with huge lanai rm with wood burning stove & view. Cheryl Gabriel 531-7000

EL CERRITO - LOVELY. 2BD, 2BA townhome in terrific development off Redwood Rd.....\$203,000
 Hardwood, vaulted LR ceiling, some bay view, low HO dues. Don Dunning 482-2256

EL CERRITO - WALK TO RESTAURANTS & SHOPS. 2BD, 1.5BA, w/mt access from.....\$200,000
 Hardwood floors, living rm with fireplace. Living rm & FDR have hwdw flrs. Cheryl Gabriel 531-7000

EL CERRITO - BUY! Get a clearance on this charming brown shingle or.....\$200,000
 2.5BA, a BIG DISCOUNT! Joy Bryden 531-7000

EL CERRITO - CONDO in art deco Landmark bldg. 1550 sq ft lake view, wood.....\$189,000
 Hardwood floors, 2BD, 2BA. Elegant & secure. 24 hr doorman. Noll Davis 531-9536

EL CERRITO - HOME SEeks LOVING OWNER! Me: middle aged, good looking.....\$172,500
 Hardwood floors. You: serious buyer who desires new kitchen & years of pleasure. Christine Christensen 530-8412

EL CERRITO - COUNTRY SETTING! Two bedrooms, corner lot, gleaming hardwood.....\$149,000
 Hardwood floors with built-ins, basement, workshop, yard, garage. Lisa Weil 531-1653

EL CERRITO - CRAFTSMAN. Beautifully remodeled kit & bath with 3BD. Updated.....\$142,000
 Hardwood floors. Newly painted in/out. Let's talk offer. Hilda Hirschberg 531-4633

EL CERRITO - POTENTIAL OR FIRST TIME BUYER. Spac 1BD condo in Adams Pt.....\$99,500
 Hardwood floors, appl, pool, security entrance. Flexible seller. Hilda Hirschberg 531-4633

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294 California Ave. - \$154,500
 1545 Fir Ave. - \$139,000
 15771 Maubert Ave. - \$145,500
 15771 Maubert Ave. - \$144,500

SAN LORENZO

1784 V. Lacqua - \$160,000
 15819 V. Rivera - \$178,000
 1381 V. Vista - \$165,000

SALES STATS BY CITY

ALAMEDA

TOTAL SALES: 13
 LOWEST PRICE: \$82,000
 HIGHEST PRICE: \$405,000
 AVERAGE PRICE: \$250,038

ALBANY

TOTAL SALES: 2
 LOWEST PRICE: \$200,000
 HIGHEST PRICE: \$294,000
 AVERAGE PRICE: \$247,000

BERKELEY

TOTAL SALES: 19
 LOWEST PRICE: \$120,000
 HIGHEST PRICE: \$525,000
 AVERAGE PRICE: \$236,578

EL CERRITO

TOTAL SALES: 5
 LOWEST PRICE: \$149,000
 HIGHEST PRICE: \$275,000
 AVERAGE PRICE: \$225,400

EL SOBRANTE

TOTAL SALES: 2

Realtor Profiles are intended to introduce local Realtors to our community. Real estate office managers are invited to submit names of Realtors they would like profiled by calling Dennis Evanosky at 339-4047.

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577 SANTA BARBARA ROAD - Open Sunday 2-4
 3 bedrooms, 1.5 baths. Golden Gate view! French doors in rear bedrooms open to lovely back garden & deck. \$309,000.

ARBOR DRIVE, EL CERRITO - Excellent floor plan!
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NORTH BERKELEY HILLS - Cosmopolitan and Inviting!
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Moss...

Continued from page 19

cause they were all afraid that the property would somehow go back into the hands of the old woman," Scott explained. "Since it was not a fee estate, the only loan possible was a private loan where the lender would not have to go by federal guidelines. The woman was 94. I looked at the thing and wrote the loan for three years."

The flip side to borrowing is lending which is why these types of loans are known as private money seconds. Making second loans to needy borrowers is a good way to earn a higher rate of return.

Savvy investors tired of getting low returns on relatively risk free CDs and T-Bills can practically double their income by lending through licensed real estate brokers. Although anyone may make a loan on real property in California, unlicensed lenders are subject to usury laws. The Department of Real Estate allows brokers a loophole known as the broker's exemption to the usury law.

"Real estate trust deed investing can be a wonderful investment vehicle if it's done properly," said Fonarow. "The main characteristics an investor needs to be aware of are the appraised value, title insurance that states the position of the loan and verification of the borrower's income and credit-worthiness. You must demand written verification of appraised value and title insurance," he said.

Fonarow said he pays his investors one percent less than the face amount of the note to the borrower. He admits that major scams have been pulled on lazy investors who rely on their relationships with the

broker.

The standard scam in our industry is the Ponzi scheme perpetrated on those with fixed income who want to increase their yield on investment. That's why you have to look to the reputation of those with whom you are doing business. But even then you can't always go by that.

And investors must be willing to foreclose if things go bad.

"My investors look at how they cancel their investment back if the worst-case scenario occurs," Scott said. "With the borrower becoming disabled, losing a job or dropping dead. It is the equity that secures this kind of investment."

Scott said anyone can be a smart investor by following a simple rule.

"You don't hand money over to a mortgage broker," she said. "You place it directly into escrow and you in form the escrow officer of the position of the loan: a first, a second, or a third."

But not all second loans are doable, even if they look great.

Scott tells the story of the deal she could not make. This was a first mortgage, which would have had a loan to value of only 30 percent. The problem was that the loan was on a cemetery.

"No pun intended, but the project had a useful life of 45 years. The borrower wanted to build an additional mausoleum with 300 crypts," she said. "I tried like heck to convince someone to do this loan, but people get the creeps when it comes to graveyards. Churches are the same. Nobody wants to foreclose on God."

H.W. Moss is a Realtor and freelance writer.

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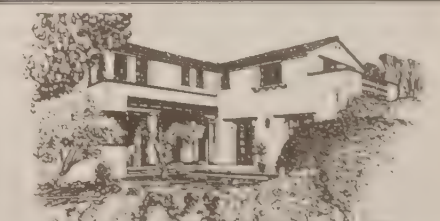
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Earthquake preparedness is a real necessity here in the Bay Area

No one needs to remind us that we are in earthquake country. An occasional jolt on the Richter scale should shake us out of our complacency. There are many items to consider in preparation for the next big tremor. Many of these suggestions need review on a continuous basis.

Find the Safest Place in Your Home:

- Stay away from heavy furniture, appliances, large panes of glass, shelves holding heavy objects and masonry veneer (such as the fireplace). These items tend to fall or break and can cause injury.
- A hallway is usually one of the safest places, if it's not crowded with objects.
- Kitchens and garages tend to be the most dangerous.

- Know the safest place in each room, as it will be difficult to move from one room to another during a severe earthquake.

Shutoff Valves:

- Locate the shutoff valves for water, gas and electricity. Contact your utility company with any questions.

Exits and Alternative Exits:

- Know the possible ways to exit your house and work place in emergency situations.

Apartments and Mobile Homes:

- Owners or managers should:
- Consult local building codes to

ensure that buildings meet current seismic safety standards.

- Develop an emergency plan for the building or park. The plan should include guidelines for storing water and food, obtaining first aid training, appointing floor or area leaders, and conducting drills.

- Encourage mobile home tenants to better secure their homes by leaving wheels on homes rather than removing them, installing structural support bracing systems and securing awnings. (A list of state-certified bracing systems is available from the State Department of Housing and Community Development.)

- Organize teams that are responsible for first aid, search and rescue, communications, and fire-fighting. Compile a list of resources and skills available among your tenants.

- Provide tenants with a white flag or some other distinguishable sign to be posted after an earthquake if no one in the apartment or mobile home park has suffered serious injuries.

- Practice "Duck, Cover and Hold" drills in your complex or park.

- Organize a meeting at which a local emergency and disaster planner can provide information on earthquake preparedness.

Making Special Provisions

Children Inside and Outside the Home:

California law requires each state-licensed child care facility to develop and maintain a Disaster and Mass Casualty Plan. Develop or update the plan for your center with staff or parent input. Parents, make sure your child's facility has such a plan in effect.

Infants will not understand or respond to emergency instructions. Special emphasis should be placed on making their environment as safe as possible.

- Cribs should be placed away from untreated windows and tall, unsecured bookcases and shelves that may slide or topple.

- A minimum of a 72-hour supply of extra water, formula, food juices, clothing and diapers should be stored where it is most likely to be accessible after an earthquake.

- Use strollers, wagons, blankets and cribs with appropriate wheels to evacuate infants, if necessary.

Toddlers may be able to understand simple emergency instructions.

- Some people instruct children to take the duck, cover and hold position by commanding, "Kiss your knees."

- Store a minimum of 72 hours' worth of extra supplies, including diapers, even though your toddlers may be "potty trained."

Conduct Earthquake Drills:

- Conduct drills with children every six months.

- Use sturdy tables to teach children to "duck, cover and hold."

- Outdoors, have children "duck, cover and hold" in an open area away from power lines and other hazards.

Elderly or Disabled Persons:

- Eliminate hazards. Older or disabled people may not be agile, making it difficult to quickly get under a heavy piece of furniture for protection.

- Eliminate objects which may fall during a severe quake. Securely anchor any heavy objects that can't be eliminated, such as medical equipment, hanging plants, wall hangings, china cabinets and bookcases.

- Add latches to cabinets and drawers to keep them from opening in a quake.

- Maintain a list of medications, allergies and special equipment. Anyone with special medical needs should list the names and contact information of doctors, pharmacists and family members. Take this list with you if you have to leave home after an earthquake. Keep an extra pair of eyeglasses and an extra supply of medicine with your emergency supplies.

- Secure life support equipment, such as oxygen, to prevent it from falling over during an earthquake. Any walking aids should be kept near you at all times. Have extra walking aids available in different

locations throughout your home.

- Place a security light in each room. These lights plug into any outlet and light up automatically if there is a loss of electricity. They continue operating automatically for four to six hours and they can be turned off by hand in an emergency.

- Have a whistle to signal for help in an emergency.

- If your life support equipment requires electricity, buy an emergency generator.

- If you use a hearing aid, keep an extra supply of batteries with your emergency supplies. Remember to replace them annually.

Non-English-Speaking Persons:

People who don't speak English often rely on their families or friends for information, and if they are separated during an earthquake, they may need help.

- Prepare emergency cards written in English indicating identification, address or any special needs.

Pets:

- Store extra water and food.
- Keep them in a secure place at home following an earthquake, as pets will not be allowed at the emergency shelter.

Know Community Resources:

- Know the locations of the nearest fire and police stations.
- Emergency shelters and temporary medical centers will be set up in your community after a dam-

aging earthquake. Contact the local Office of Emergency Services to find out plans for your city.

- Know your neighbors' skills; you may be able to help each other after an earthquake.

- Remember, it is important to help each other. Know how to assist your community in disaster, as it may be the only emergency assistance available.

Make a Plan:

- Decide on where you will reunite family members or person outside the home to contact if family is separated. Long-distance service will probably be faster than local service.

- Know the policies of day care center you attend. Make plans to have them pick them up if, after an earthquake, you are unable to do so.

- Have a list of the names and numbers of your co-workers. Develop a system for interlocking employees if business will be interrupted after an earthquake.

- Make a plan with your friends and neighbors to share specific responsibilities.

- Conduct "Duck, Cover and Hold" drills every six months.

YOUR WEEKEND GUIDE OPEN HOMES

OAKLAND Open Sunday 2-4:30 pm

- 6632 LIGGETT, Home w/attached legal 2nd unit, lg gated dbl lot Gadsby & Associates, George Gadsby 748-5300 SUNDAY 1-5
- 7000 DEVON WY, Extraordinary architecture, Claremont cul-de-sac Templeton Company, Gini Erck 652-2133 X133
- 1260 GRANDVIEW DR, Claremont Hts nw 4bd, gated lvt courtlyd Wells & Bennett, Marie Kanaga 339-1774
- 5981 GIRVIN DR, Piedmont Pines 4+bd/3ba new showcase Better Homes, D. C. Hodges 531-7667
- 1955 MANZANITA, Montclair Lg 3+bd/3ba luxurious contemporary Mason-McDuffie 339-8888, H. Converse 869-4212 SAT & SUN 1-4:30
- 5630 BACON RD, Hillcrest Est, 1.5 acre, pool, zoned/horses The GRUBB Company, Helen Buty 339-0400
- 1160 DRURY, Claremont, sweeping bay/hill vw, 4bd/3 1/2ba, rec rm Coldwell Banker, Nancy Dickey 339-1174
- 45 SHERIDAN, Rockridge new 5bd/4ba, \$reduced! bay view Mason-McDuffie 339-9290, James Garcia 869-4211
- 5665 WEAVER PL, Hillcrest Est remod 4/3, versatile floor plan The GRUBB Company, Kurt Buchholz 339-0400
- 5914 BRUNS CT, Montclair 4+3+ meticulously crafted, library Pacific Union, Joan Daniel 339-6460
- 6449 ESTATES, Montclair 1/3 acre, 2 bridge vw, 3bd/3ba, pool Coldwell Banker, Phyllis Milenbach 339-1174
- 6815 BRISTOL DR, Hiller 3+bd/3 1/2ba, new, custom, lvt lot, view Better Homes, Ed Lindorfer 531-8401
- 268 SHERIDAN, Upper Rockridge new huge 5bd Mason-McDuffie, Nancy Moore 428-0900
- 12032 BROADWAY TR, Custom Designed 3bd/2ba Med w/view Better Homes, M. J. McConville 339-4000
- 919 LARKSPUR RD, Crocker Hghlnds 4+bd/3ba, cul-de-sac, fam rm Pacific Union, Dee Knowland 339-6460
- 2745 BUTTERS DR, Joaquin Miller 4/4+ contemp, gourmet kit, view Pacific Union, Dick Cohen 339-6460 SATURDAY 12-3
- 6307 BROOKSIDE AV, Rockridge stunning Med, 4bd/3ba, remod kit The GRUBB Company, Anian Tunney 339-0400
- 3917 BRUNELL, Oakland Hills 4+bd/3 1/2ba new colonial, bay view Mason-McDuffie 339-9290, Rosalie Marshall 655-6165
- 930 AQUARIUS WY, Blt for an artist! Style/detail/bay view/studio Wells & Bennett, Peter Nicolopoulos 339-9780
- 7063 SKYLINE, Montclair 4bd/3ba, Incredible view Mason-McDuffie 339-8888, D. A. Hammond 869-4219
- 51 BAY FOREST DR, North Hills 4/2+ quality nw constr, designer kit Pacific Union, Vicki Woodhead 339-6460
- 6117 ASCOT DR, Pied Pines 5bd/3ba contemp, dramatic bay vws Pacific Union, Thomas Wurst 339-6460
- 6157 CHELTON DR, 5+bd/3ba, lease option or lease @ \$2400/mo Better Homes, Helen Nicholas 339-8400
- 5779 BALMORAL DR, Hillcrest Hghlnds 5+bd/3 1/2ba, updt kitchen Gooddeal Realty, Mary Chin 465-2828 SUNDAY 2-5 nw carpet, office, pool
- 8971 RIDGEMOOR RD, Private estate, 1-lvl contemp on 3/4 acre Coldwell Banker, Fritz Hochfelner 339-1174
- 923 MOUNTAIN BLVD, 4bd nw lvt-in, fam rm w/frpl, walk to village The GRUBB Company, Debra J. Dryden 339-0400
- 9 BAY FOREST, North Hills new 4bd/2+ba contemporary, bay vws Mason-McDuffie, David Ichikawa 428-0900
- 6642 LONGWALK DR, A Frank Lloyd Wright INSPIRED design hme Will Uher 631-9381, SUNDAY 12-5, Secluded 3bd/2ba w/adj lot, sundek
- 6840 THORNHILL, Montclair 3bd/2 1/2ba, Quality new construction Mason-McDuffie 339-8888, Sharon Ho 869-4220
- 3109 BUTTERS DR, Joaquin Miller tradt, 3/2, fam rm, creekside The GRUBB Company, Josephine O'Shaughnessy 339-0400
- 6241 CONTRA COSTA RD, Rockridge 4/3, stunning SF vw, rec rm Pacific Union, Wendy Gardner 339-6460
- 3299 BRUNELL, Montclair, just listed! 5bd/3+ba, 5 bridge view! Mason-McDuffie 339-9290, Gene Boomer 869-4202
- 9 SCHOONER HILL, just listed! Grt/GG bay vw, 2bd/2 1/2ba Coldwell Banker, Ollie Hammerel 339-1174
- 6045 CONTRA COSTA RD, 4b/3b quality remodi, pano vw, au pair Pacific Union, Dee Knowland 339-6460
- 6645 HEARTWOOD DR, Montclair 4bd/2+ba nw listing! bay vw, lg lot Pacific Union, Joan Dark 339-6460

- 4808 CALDERWOOD, Spacious 3bd/2 1/2ba, lg lvt lot, So. bay views Wells & Bennett, Christine Christensen 530-8412
- 17 WINDWARD HILL, Hiller twnhse, 3/2 1/2, upgrades, loft, garden Coldwell Banker, Ollie Hammerel 339-1174
- 19 BAY FOREST, Ridgtop retreat, 3bd/3 1/2ba, 2 frpl, wet bar, more! Coldwell Banker, George Karsant 339-1174
- 5681 OAK GROVE AV, New listing! 4/2 1/2 w/remod kit & mstr bdrm Templeton Company, Jan Fougner 652-2133 X138 SUNDAY 2-4
- 4833 PROCTOR AV, Stylish nw 3b/2 1/2 w/granite counters, hwdws The GRUBB Company, Ed Kuo 339-0400
- 253 FLORENCE AV, 3bd/2ba, family rm open to courtlyd, plank flrs Coldwell Banker, Ken MacDonald 339-1174
- 2085 DRAKE DR, Montclair 4bd/3ba, lvt property, secluded patio The GRUBB Company, Jean Simmons 339-0400
- 5125 CROCKETT PL, Montclair 4b/3b, super buy! lvt lot, upgrades Mason-McDuffie 339-9290, Gene Boomer 869-4202
- 2011 ASILOMAR DR, Reduced, 3bd/2 1/2ba spacious w/view, storage Mason-McDuffie 428-0900, Faye Magee 547-5827
- 1851 MELVIN RD, Fab bay views! Upr Oakmore 3/2 1/2 tradt, rumpus Coldwell Banker, Norm Robinow 339-1174
- 6279 LEONA ST, Leona Hts 4bd/2 1/2ba new construction, custom! Mason-McDuffie 834-2010, Sybil Bailey 261-6048
- 1865 BRENTWOOD RD, Oakmore 3+bd/2+ba spl lvt Spanish Med Pacific Union, Nancy Chen 339-6460
- 10820 CAMERON, 2 Story 4/3, Cath. ceilings/vw window, 2-car gar Gallagher & Lindsey, Nick Ferreira 748-1904 SUNDAY 2-4
- 6650 MOORE DR, Montclair 4+bd/3ba contemp, bonus rm, patio, spa \$349,000 Pacific Union, Dick Cohen 339-6460
- 6085 COLTON, Montclair 3+bd/2ba great view home Mason-McDuffie 339-9290, George Millions 254-6412
- 6115 ROCKRIDGE BL SOUTH, Striking sunny 3bd/2ba, skylites Wells & Bennett, Stan Hammond 339-5846
- 7260 SAYRE DR, Custom 3/2 1/2 contemp, 2 frpl, privacy, Must See! The Brokerage 930-9401/284-7065 SUN 1-4 decks, hot tub, pastoral views
- 11373 ETTRICK, Spacious 5 1/2+ ranch, nr parks, golf, trails Coldwell Banker, Paula Easton 339-1174
- 5650 BROADWAY, Rockridge, lvt corner lot, open floor plan, lg rms The GRUBB Company, Judy Rankankan 339-0400
- 5500 ESTATES DR, 5bd/3ba, spacious w/extra bonus rooms Robey Real Estate 658-2627/644-0971
- 4910 STONERIDGE CT, 3bd/2+ba w/view, lvt yd, cul-de-sac, sunny Ridgmont Realty, Jack Litzenleiner 452-0176
- 781 ROSEMOUNT RD, Crocker Hghlnds 3/1+ enchanting tudor Mason-McDuffie 834-2010, Lois Harris 287-2521
- 2432 BURLINGTON ST, Lincoln Hts 3bd/2 1/2ba stunning Spanish Better Homes, Rachel Baller 530-3860
- 4107 OAKMORE RD, New listing! 3/2 Oakmore Tudor, creekside Wells & Bennett, Wendy Callaghan 839-9197
- 5930 MERRIEWOOD, Montclair retreat, sunny/private, 3bd/2 1/2ba The GRUBB Company, Susanne Paul 339-0400
- 864 MANDANA, 2+bd/2b Medt, oak flrs, gumwood wainscoting Investco 834-9033 SUNDAY 2-4 Price Reduced!
- 25 CRESTMONT, New 4bd/2ba, it shines!! Mason-McDuffie 339-8888, Athena Ateshian 869-4253
- 1995 WRENN, Oakmore 3bd/2ba w/style, bay vw, Montclair schools Mason-McDuffie 339-9290, Lani Clarke 869-4210
- 1721 INDIAN WAY, Montclair, cul-de-sac, 3bd/2ba, tree setting Coldwell Banker, Kay Grubb 339-1174
- 50 HARBORD CT, Upr Rockridge tradt, split level, vintage charm! The GRUBB Company, Katherine Cooper 339-0400
- 1006 GALVIN ST, Glenview 3+bd/1+ba uniquely charming! Hdws Pacific Union, Donna Costella 339-6460
- 59 CHELTON LN, SF view, Pied Pines 4/3, lovely decks, privacy Coldwell Banker, Pat Whittingslow 339-1174
- 80 STARVIEW DR, Hiller Hghlnds, grt buy! 3/2 1/2 w/vw of bay/hills Coldwell Banker, Ollie Hammerel 339-1174
- 5131 PARKRIDGE DR, 3bd/2ba well maintained, remod kit, lg lvt lot Coldwell Banker, Sherry Benninger 339-1174
- 3971 WHITTLE AVE, Oakmore, new listing! Charming 4/2 Spanish Better Homes, Sam Ghaden 339-4000
- 4025 BRIGHTON, Glenview spacious 3bd/2ba, rumpus room Mason-McDuffie 428-0900, Mary McNeill 256-4233

- 1857 MAGELLAN DR, Montclair 3bd/2ba, remod kit, walk to Village Pacific Union, Joan Hausa 339-6460
- 6967 COLTON, Montclair 3bd/1 1/2ba, chef's kit, super ngrmood Coldwell Banker, Dell Orr 339-1174
- 3933 14TH AVE, 3bd/1 1/2ba, elegant living rm, built-ins Mason-McDuffie 834-2010, Amberson McCulloch 523-6758
- 9555 STEARNS AVE, Oakland Hills 4bd/3+ba, see the best! Mason-McDuffie 834-2010
- 667 ARIMO AVE, Crocker 3bd/1ba, OWC 2nd, Clear post, new! Better Homes, Jeff Hilgert 893-7545
- 7087 SARONI DR, Montclair 3bd/2ba, Family rm, lvt private pax. Better Homes, Hal Castle 339-8400
- 5086 KEARNEY AV, Woodmstr 2+bd/2b ranch, gdn, bsmt w/la Coldwell Banker, Nancy S. Weik 339-1174
- 3135 LEONA, 3bd/2 1/2ba, decks, peaceful vws, rm to expand Mason-McDuffie, Darrin Tinsley 834-2010
- 6 CLAREWODE MALL, Rockridge 2bd/2 1/2ba tucked under the m Mason-McDuffie, Carolyn Jones 428-0900
- 755 HUDSON ST, Rockridge 3/1+ br shingle, craftsman detail, mntd Pacific Union, Donna DeBardi 339-6460
- 2708 SUNSET BL, Arts & crafts masterpiece 5bd/1 1/2ba Better Homes, Patricia Bennett 339-4000
- 3976 RHODA AVE, Lincoln Hts 3bd/1ba w/breakfast rm, basement Mason-McDuffie 428-0900, Joan Alford 644-5455
- 5450 ASCOT DR, Piedmont Pines 4bd/1+bd lvt colonial ranch, pool Better Homes, Carol Cohen 339-8400
- 842-842A WALKER, Grand Lake 2 units, 2bd w/frpl au & 1st floor Owner 834-8768 SUNDAY 11-5 & MONDAY 11-5 5% DOWN
- 9475 SKYLINE, Montclair 3bd/2ba, country comforts, dynamic! Mason-McDuffie 339-9290, Rex Thomas 869-4245
- 4509 MORAGA, Pied Ave 3bd/2ba starter, updated, more! Mason-McDuffie 339-9290, Pamela Comfort 869-4213
- 5319 MILES AVE, Rockridge charmer, spacious 3/1 1/2, full basement Coldwell Banker, Evelyn Walker 339-1174
- 4038 35TH AVE, 3bd/3ba t+ome and in-law, well priced, must see! Better Homes, Dawn Ellis 339-4000
- 331 CLIFTON ST, Rockridge 2bd/1ba, grt condition/great pax. Templeton Company, Gini Erck 652-2133 X133 SUNDAY 2-4
- 4411 NORTON, Nw listing! Original owners, 2/1 up, 1/1+rec rm Coldwell Banker, Ruby Ng 339-1174
- 461 CAVOUR, Rockridge 2/1 charmer w/oak flrs, lvt wiparty! Better Homes, M. J. McConville 339-4000
- 3644 VIRDEN, Redwood Hts 2bd/1ba, hot tub, grt view, Value! Better Homes, M. J. McConville 339-4000
- 3033 SYLVAN AVE, Laurel 3bd/2ba bungalow, frpl, hwdws, cold Coldwell Banker, Victor Fierro 339-1174
- 3942 WOODRUFF, Glenview 2bd/1ba charming bungalow, more! Better Homes, Martha Shin 531-8643
- 3944 FRUITVALE, Dimond, Lg 3bd/1ba, Vintage Hilltop Pavilion Owner/Agent, Grant Hayes 482-5595
- 1131 EXCELSIOR, Crocker, 3/1 elegant tradt, lg eat-in, lvt, lg Pacific Union, Kirk Phillips 339-6460
- 2924 CALIFORNIA, Laurel 2+bd/1+ studio/office, charm, yard! Mason-McDuffie 339-8888, Patricia Mitchell Makinon 869-4234
- 3025 PARTRIDGE AVE, Oakmore 3bd/2 1/2ba, view of the bay! Better Homes, Morrie Feigenberg 339-4000
- 4614 FAIRBAIRN, 3bd Gadsby & Associates, Joe Cristobal 522-8388 SUNDAY 1-3
- 462 RICH ST, Temescal 2bd/1ba charming spl lvt, details, grt Pacific Union, Sandi Kiemmer 339-6460
- 4471 TULIP, Laurel 3bd/2 1/2ba, Big, lovely, office, rec room Mason-McDuffie 339-8888, H. Manor 644-0808
- 5300 COLE ST, Maxwell Pk 3bd/2ba, outstanding, immaculate! Better Homes, Jody Edmonson 287-9582
- 4833 BROOKDALE, 3bd/1ba, over 2000 sq ft of bright & airy! Winters Realty, Laura 769-1606 SUNDAY 2-4
- 712 WALKER, Grand Lake 3bd/1 1/2ba stately tradt, needs TLC! Mason-McDuffie 834-2010
- 3562 BOSTON, Abv MacArthur, 2bd/1ba, Frml DR, Bkdr Pk, Acorn RE, Agent 582-7074 SUNDAY 1-4 Seller will help w/fin
- 4002 PATTERSON, Laurel 3bd, new listing, view, big yard! Mason-McDuffie 339-9290, Jim Resor 869-4243

To place a listing in the Open Home Guide, please call 339-4046.

DEADLINE: Tuesday, 5:00 p.m.

Working around the home has its hazards

Working around the home has its own hazards, and if you do not pay attention to the simple, common sense connected to lifting and carrying heavy objects.

Don't forget that lifting and carrying are power jobs and when you perform these tasks the wrong way, you can damage your back. Back injuries are the most common type of injury, causing approximately 800,000 disabling injuries each year. More than half of these injuries result from

the other disabilities, back injuries are sometimes difficult to live with. They may have lengthy and expensive rehabilitation times.

When you are lifting at home, make an effort to take care of your back. The National Council and the Safety Council recommend a number of ways to prevent accidents and keep your back strong and healthy.

Warm-up exercises

You will work better if you warm up with slow stretches. Warm-up sets you ease coming into your workday and avoid injuries.

Hand back warm-up: Stand with one foot on a chair or a support. Bend your back a deep breath.

Ease forward slowly — keep your back slightly curved.

Blow slowly outward as you ease forward to a seven count.

Repeat seven times. Switch and do the same with the other foot.

Back bend

Stand with your feet about 12 inches apart.

Support the small of your back with your hands.

Hold your stomach in firmly and take a deep breath.

Arch backwards — bend your head and neck as you go, blowing air slowly out for a seven count. Repeat seven times.

Lifting tips

Protect your hands and feet by wearing safety gear.

Size up the load. Tip it on its side to see if you can carry it comfortably. Get help if the load is too big or bulky for one person. Check for nails, splinters, rough strapping and sharp edges.

Lift it right. Make sure your footing is solid. Keep your back straight, with no curving or slouching. Center your body over your feet, get a good grip on the object and pull it close to you. Pull your stomach in firmly.

Lift with your legs, not your back. If you need to turn, move your feet and don't twist your

back.

Tough lifting jobs

Oversized loads. Do not try to carry a big load alone; ask for help. Work as a team by lifting, walking and lowering the load together. Let one person call the shots and direct the lift. Use proper mechanical devices for heavy loads.

High loads. Use a step stool or a sturdy ladder to reach loads that are above your shoulders. Get as close to the load as you can and slide the load toward you. Do all the work with your arms and legs, not your back.

Low loads. Loads that are under racks and cabinets need extra care. Pull the load toward you, then try to support it on one knee before you lift. Use your legs to power the lift.

Always use your stomach as a lower-back support by pulling it in during lifting.

Remember—a strong, healthy, powerful back is vital to your job. It also helps you enjoy life. Take pains to avoid injuries by making it a full-time job to take care of your back.

This article was provided by the Safety Center Inc., a non-profit organization dedicated to injury prevention and health promotion.



by Buzz Bertolero

Q: My tomato plants are doing fine and producing large, tasty tomatoes, but they are quite watery. One always reads about tomato plants needing lots of water and fertilizing so I water once a week and soak them for a half an hour. Has the inbreeding anything to do with it?

A: The inbreeding probably has more to do with it than anything else. I would rule out any watering and fertilizing problems because the plants are healthy and producing. It is hard to predict what is going to happen with the gene pool when two plants are combined.

I have a Cedrus Atlantica (Atlantic Cedar) that produces prolific amounts of pine cones and yellow pollen that covers everything. Is there anything I can spray on it in the spring that would prevent this from happening?

I don't know of any product that would prevent pollen from

Inbreeding may be the cause of watery tomatoes

forming, but Florel Fruit Eliminator can be used on cedars to prevent cones from forming. Florel is used to abort the flowers of olives, oaks, carobs, and other trees. Apply Florel just as the pollen begins to fly around and reapply in about five days. It is not necessary to spray the entire tree, spray the tips of the branches, which are where the cones are produced. This product will cut down on cone production by about sixty percent.

In the past year, my friends installed over 500 plugs of zoya. Not one of them took root. They all have vanished. We could use some help. Why did they fail? Is there somewhere in California where zoya can be purchased? I have seen zoya growing in the Midwest and it makes a beautiful lawn that needs very little water, has no weeds and needs very little mowing.

There are a couple of reasons why zoya and other warm grasses are not favorites on my list. Once established, they become very aggressive and it's extremely difficult to keep them contained in any one area, and they

have the capability of spreading out into shrubs and flower beds. The other negative point is that they turn brown between November 15 and March 15.

Zoya requires more summer watering in California than in the Midwest because we do not have summer rains. It is very difficult to say for sure why all the plugs failed to grow.

The only thing that comes to mind is improper planting, maybe the plugs dried out before planting or they dried out in the ground from infrequent watering. Zoya can be purchased as sod from Southern California nurseries.

We have an abundance of gingko trees in Alameda. When is the best time to harvest the fan-shaped leaves? I want to use them as tea. Are the gingko tablets sold in health food stores? Are they made from the gingko tree?

If you are going to use gingko leaves for tea, harvest them during the growing season April thru September. The tablets sold at health food stores are made from the bark and the root of the tree.

Real Estate news: 339-4047

YOUR WEEKEND GUIDE TO OPEN HOMES

WILBELL 3bd/1ba, clean, bright, charming, move-in! \$169,000
Agent 428-0757; 525-1342 SUNDAY 1:30-4

WITCELLO 3bd \$165,000
Associates, Melinda Williams 749-5300 SUNDAY 1-3

WIST North Oakland 3/1 w/old world charm, frml DR, gdn \$159,500
Barker, Victor Fierro 339-1174

WIRD 3bd/1ba, new listing, mint condition! \$159,000
Realty, John Bickley 769-1606 SUNDAY 2-4

WIRUNA Up Diamond 2bd/1ba, don't worry/be happy/move in! \$155,000
Realty 339-9290, C. Boze 869-4203

WIRUNA VENTURA 2+bd/1ba, Come see a special home! \$155,000
Realty 339-8888, D. A. Hammond 869-4219

WIRISON ST #21, Rose Garden 2bd/2ba upgraded condo \$149,000
Realty, Claudia Elinghaus 339-6460

WIRAVE Laurel 3bd/2ba, A-1 shape, grt area, new carpet \$149,000
Realty 339-8888, D. A. Hammond 869-4219

WIRAVE New listing, Maxwell PK, charming 3bd, hwdws \$142,000
Barker, Kate Phillips 436-4100

WIRAMUT ST, Charming 2bd/1ba, price reduced, must sell \$128,000
Realty, Henriette Green 834-2010

WIRIST, Adorable 2bd/1ba home with great yard \$127,000
Realty, Suzanne Linford 339-4000

WIRICHE ST, 2bd/1ba, charm abounds! \$105,500
Realty 834-2010, Dianne Campbell 530-0596

WIRITEN #208, Lake Merritt 1/1 owner occupied bldg, quiet \$79,000
Realty 428-0900, S. Sierra 763-5410

WIRIND St #102, Lovely 1/1 unit on 2 levels, lg mstr, deck \$69,000
Realty, Tore Lee 521-3352 SUNDAY 2-4

WIRIMEDA Open Sunday

WIRIMAY Harbor Bay Isle 3bd/2ba Medit Geml nr Lagoon \$319,000
Realty, Vickie Chan Case 522-3957 SAT & SUN 2-4:30

WIRINCESS, Fxer 3bd/3ba model #7, 1779 sq ft \$269,500
Realty 527-3387 X112 SUNDAY 2-4

WIRINOSOR DR, 2+bd/1ba w/gourmet kitchen, grt yard \$269,000
Realty, Nancy Donnelly 339-8400 SUNDAY 2-4:30

WIRINISTER, 3bd/2ba, Buy a lifestyle! SF ferry nearby \$239,000
Realty 339-8888, D. A. Hammond 869-4219 SATURDAY 2-5

WIRINARIA LN, Harbor Bay Isle, sunny 2 1/2 townhome \$232,500
Realty, Maria 522-2669 SUNDAY 2-4:30

WIRIRANY Open Sunday

WIRILMORE, Albany 4bd/2ba \$259,900
Realty, Kim Cleveland 486-1495 SUNDAY 2-4:30

WIRIRINGTON, Albany 2bd/1ba \$189,500
Realty, Kim Cleveland 486-1495 SUNDAY 2-4:30

WIRIRKEY Open Sunday 2-4:30 pm

WIRIRATT DR, Just listed 3bd/3ba, nw Claremont Hills contemp \$930,000
Realty, Patty Scott SATURDAY 1-4 & SUNDAY 2-4:30

WIRIRATUCK, 4+bd/3+ba \$749,000
Realty, Jeanne McHugh 486-1495

WIRIRARLE, 4+bd/5ba, study, fam rm, pool, piano vw, pvcy \$745,000
Realty, Trish McEneaney 652-2133 X125 SUNDAY 2-4

WIRIRAMINO REAL, Berkeley Hills 4bd/2+ba, rumpus, loft \$659,000
Realty, Ruth Lockhart 339-1174

WIRIRITE DR, NW English 4 1/2, view, cook's kit, garden/creek \$579,000
Realty, John Karmay 339-0400

WIRIRAPCA, 6+bd/2 1/2ba \$575,000
Realty 527-3387 SUNDAY 2-4

WIRIRAZA, Claremont 3bd/3ba contemporary remodel \$550,000
Realty, Polly Higgins 251-6370

WIRIRACENT CRES, Storybk Elmwood 3/3 trad'l w/sep studio \$499,000
Realty 845-6021, Miriam Wilson 652-0619

WIRIRARADO RD, 4+bd/2ba, bay & hill views, remod kit, garden \$499,000
Realty, Donna Costella 339-6460

WIRIRACE, Berkeley 4bd/2ba \$499,000
Realty, Lydia Melsen 486-1495

WIRIRACIN, Restored classic br shingle, 3+bd/1 1/2 +new cottage \$429,000
Realty 540-5645 SUNDAY 1-5 Flexible Financing

WIRIRICE ST, (reduced!) 4bd/2+ba Immaculate, sophisticated \$399,000
Realty 845-6021, Gayle Tantau 652-9881

1019 CRESTON, Excellent value, Brand new elegant 4bd/3ba \$395,000
Agent 428-0757; 525-1342 SUNDAY 1:30-4 Gourmet kitchen, decks

2933 BENVENUE AV, Elmwood charmer, spacious 4/2+ br shingle \$359,000
J. T. Ward Realtors 845-6021, Nancy Platford 652-5133

2739 DERRY ST, Spacious Elmwood duplex, remod kits, 2/2 & 3/2 \$355,000
J. T. Ward Realtors 845-6021, Barbara Kani 652-6973

626 GRIZZLY PEAK, Beautiful 3+bd/2+ba colonial, price reduced \$349,000
Mason-McDuffie, Henriette Green 834-2010

3031 CLAREMONT, Trad 3bd/1 1/2ba, grt space/neighborhd, nw price \$329,000
Red Oak Realty 527-3387 X104 SUNDAY 2-4

1011 COLUSA, 3bd/1ba \$319,000
Coldwell Banker, Jerry Long 486-1495

577 SANTA BARBARA RD, 3bd/1 1/2ba, GG vw, lovely garden, deck \$309,000
Berkeley Hills Realty 524-9888 SUNDAY 2-4

2119 LOS ANGELES, Incredible price! Spacious 3+2 nr Solano \$298,000
Red Oak Realty 527-3387 X125 SUNDAY 2-4

1406 EUCLID #3, 2bd/1ba \$229,000
Coldwell Banker, Diana Kay 486-1495

2140 SPAULDING, Affordable sweet 2/2 on grt street, remod kitchen \$210,000
Marvin Gardens, Terry 841-3286

1567 ROSE, Berkeley 2bd/1ba \$199,000
Coldwell Banker, Jerry Hatch 486-1495

2601 MATHEWS, Beautiful craftsman bungalow, 2+bd, wkshp, yard \$194,000
Marvin Gardens, Ann Plant 287-8761 SUNDAY 2-4

1537 ADDISON, 2bd/1ba \$179,000
Coldwell Banker, Nancy Reichert 486-1495

1622 VIRGINIA ST, 2bd/1ba Edwardian fixer, big site, nr BART \$159,000
Templeton Company 652-2133 SUNDAY 2-4

3121 COLLEGE AVE #1, 1+bd/1b Elmwood condo, beautiful & light \$150,000
Templeton Company, Fay Keogh 652-2133 X126

2204 ASHBY, Cozy charm, vaulted ceilings, 2bd, nr BART \$139,000
Red Oak Realty 527-3387 X104 SUNDAY 2-4

2922 HILLEGASS AVE #D, New price! 1bd/1ba condo nr UC/shops \$118,500
Templeton Company 652-2133 SUNDAY 2-4

CASTRO VALLEY Open Sunday

4963 HENSON PLACE, Custom 4+bd/2 1/2ba, 3000 sf, 1-story \$378,000
Red Oak Realty 527-3387 X112 SUNDAY 1-4

EL CERRITO Open Sunday

7202 A STREET, 4bd/2+ba Lg sunny home on cul-de-sac nr Plaza \$259,000
Better Homes, Nick Lavrov 525-2727 SUNDAY 1:30-4:30

6754 TERRACE DR, Panoramic View! Detailed in/out, 2bd/1ba \$229,000
Red Oak Realty 527-3387 X104 SUNDAY 2-4

6417 ALTA VISTA, Lovely & immaculate 2bd in hills, bay view \$189,000
Marvin Gardens, Diane Mintz 527-1400 SUNDAY 2-4

6603 LINCOLN AVE, Fresh house/great space, nr BART, 2bd/1ba \$169,000
Red Oak Realty 527-3387 X103 SUNDAY 2-4

6427 CONLON, Don't miss! Grt value, charming 2bd, immaculate \$159,000
Marvin Gardens, Alice McLeish 526-1101 SUNDAY 2-4:30

1510 RICHMOND ST, 3bd/1ba clean/compact/sunny/central location \$142,000
Better Homes, Nick Lavrov 525-2727 SATURDAY 1-4

KENSINGTON Open Sunday

263 STANFORD, Kensington 3bd/1 1/2ba \$279,000
Coldwell Banker, Gilda Waldman 486-1495 SUNDAY 2-4:30

LAFAYETTE Open Sunday

3695 NORDSTROM LN, Happy Valley Landmark Home on 1 acre \$1,625,000
pool, tennis court, carriage house, totally remodeled, architectural gem!
The GRUBB Company, Nancy Rothman 339-0400
OPEN BY APPOINTMENT ONLY, SUNDAY 1-4

MARTINEZ Open Sunday

261 BRIAR DR, Spacious 3bd/2 1/2ba, brkfst nk, family rm, deck \$279,500
Harbor Bay Realty, Anna Woo 865-4340 SUNDAY 1-4

PIEDMONT Open Sunday 2-4:30 pm

410 HAMPTON RD, Stylish contemp, light, spacious rms, pool, spa \$1,195,000
The GRUBB Company, Judy Cain 339-0400

265 SEA VIEW, 5bd/3ba, exceptional, rich detail, rumpus, lvt yd \$1,095,000
Pacific Union, Georgia Cornell 339-6460

156 DRACENA AVE, Spacious living & formal dining, 6bd, au pair \$1,075,000
The GRUBB Company, Mindy Scott 339-0400

1726 OAKLAND AVE, Try lease option, grt value, legal 1bd apt \$850,000
The GRUBB Company, Susanne Paul 339-0400

312 ST. JAMES DR, 4bd/4ba English Tudor, finished attic, fam rm \$849,000
Pacific Union, Martha Holstow 339-6460

11 SELBORNE DR, Beautifully updt'd 6bd/4ba, lg rec rm, lvt yard \$798,000
Pacific Union, Sally Morrison 339-6460

21 PARK WAY, Elegant 3-story trad'l, 5-bd, library, seller financing \$749,500
Pacific Union, Elizabeth Dickson 339-0400

407 PALA AVE, Perfect floorplan! 4bd/2 1/2ba, remodeled, grt view \$749,000
The GRUBB Company, Katherine Cooper 339-0400

331 ST JAMES DR, 4+bd/4+ba, 4300 sq ft, excellent condition \$729,000
Better Homes, Mieke Winnacker 284-9500 SUNDAY 9-4

42 HIGHLAND AVE, Great value/space! 4bd/3 1/2b, garden, pool, ofc \$675,000
The GRUBB Company, Sue Veit 339-0400

101 DALE AVE, Two story 3bd/2+ba trad'l, rumpus, lg yd, deck \$575,000
Pacific Union, Francis Heide 339-6460

333 SCENIC AVE, Stunning Bay vws, unique roof garden, must see \$549,000
The GRUBB Company, Sheila Gallagher 339-0400

10 HARDWICK, Move in today! Gorgeous 3bd trad, center of town \$528,500
The GRUBB Company, Kathleen Callahan 339-0400

162 ESTATES Dr, Stunning SF bay vws, kit/fam rm combo, 3/3, pool \$519,000
The GRUBB Company, Betina Balestrieri 339-0400

100 ESTATES, 3bd/2ba in A-1 condition! bay vw, \$reduced \$499,000
Mason-McDuffie 339-9290, Bernadette Mele 869-4231

172 ESTATES DR, Entertainer's dream, live oaks and pool w/views \$494,500
The GRUBB Company, Linda McClain 339-0400

46 CREST RD, 2bd/2ba on 1/4 acre, desirable street, lg mstr suite \$489,000
Pacific Union, Roselee Woods 339-6460

80 ARROYO, Wonderful trad'l, 7% fixed slr financing, nw kit, garden \$379,500
The GRUBB Company, Sheri Willson Oakley 339-0400

106 OLIVE AVE, Fxer nr Rose garden! Sunny 3bd, Frml DR \$235,000
Wells & Bennett, Lisa Weil 531-1653

RICHMOND Open Sunday

6230 RALSTON, Richmond View wonderful 3bd/1ba, remodeled, vw \$189,000
Better Homes, Nick Lavrov 525-2727 SUNDAY 1:30-4:30

SAN LEANDRO Open Sunday

360 BEVERLY AVE, Broadmoor Estates 4/2, country life style \$269,000
Rinetti & Co., Derek 568-6171 SUNDAY 2-4 Maintained to perfection!

673 VICTORIA CT, Reduced! Stunning 2bd/1ba on 1/4 acre lot \$179,000
Better Homes, Earle Shenk 339-4000 SUNDAY 2-4:30

325 LILLE AVE, Best Manor 2bd/1b Veritable Dollhouse \$155,000
Rinetti & Co., Derek 568-6171 SATURDAY 2-4 Growing Family/Must Sell!

1583 CARPENTIER, Plaza Ctr 2/2 condo, fully equipped/nw carpets \$129,500
Rinetti & Co., Al 568-6171 SUNDAY 2-4 Immaculate/Vacant/Garage

14397 DOOLITTLE DR, Marina West 3bd/2ba condo, luxury living \$114,900
Better Homes, Carol Cohen 339-8400 SUNDAY 2-4:30

Holding an Open Home?

Take advantage of our

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Call 510-339-4046

by Tuesday 5 pm.

To place a listing in the Open Home Guide, please call 339-4046.

DEADLINE: Tuesday, 5:00 p.m.

Delight your young friend with a rocking chair this holiday season



By Don and Dave Runyan

When it come time for the kids to read, watch television or play quietly, it's useful to have a comfortable rocking chair made just for them.

This do-it-yourself version, built from oak, is designed to be extra safe and sturdy.

It makes a nice gift when the holidays roll around, too.

Traditional in styling, this rocking chair for little people is only 25 inches tall at the back, with rockers that are 21 inches long.

Its seat is 15 inches wide and sits 11 inches off the floor.

There are no sharp points on any part of the chair that could cut

or poke, not even nails or screws, and all the edges are rounded and smooth.

The project calls for eight board feet of 3/4-inch oak for the seat, sides, rockers and arms, and ready-made oak dowels for the back, lower crossbars and arm supports. Cutting the wood is simple: All the pieces are traced from full-size patterns, so there's no guesswork.

Actually, the toughest part is chiseling the recessed area for the seat. The chair is assembled using dowels and glue, eliminating the need for hardware.

The Child's Rocking Chair plan, No. 734, is \$6.50 and includes complete directions with

12 step-by-step photos, full-size traceable patterns, and a shopping list and cutting schedule.

Although it doesn't include this rocking chair, a package of four plans that will keep kids rocking, No. C73, is \$18.95 and includes plans for two rocking horses, a rocking dinosaur and a rocking airplane. A catalog picturing hundreds of do-it-yourself projects is \$3.95. Prices include sales tax, postage and handling (for first-class mail, add \$1 per item).

To order, clip this article and send it with a check or money order to U-Bild Features, c/o Hills Newspapers, P.O. Box 2383, Van Nuys, CA 91409-2383. Please specify plan numbers.

Open Studios

Susan Brooks
"Gauche on Paper"



Susan Brooks will be one of over one hundred artists at Berkeley's Open Studios.

Over one hundred participating Berkeley artisans hold their 1995 Holiday Open Studios on weekends beginning Nov. 25 and 26 and extending through Dec. 16 & 17.

A free map is available listing all participants.

The participating artisans and

craftspeople will show functional and decorative ceramics, art furniture, blown glass, sculpture, dolls, jewelry, various textiles, wearable art, paintings, original prints, limited edition artists' books and other works on paper.

Admission to the studios is free. An artisan map is available for a self-addressed stamp sent to: Artisans' Map, Addison St., #214, Berkeley, CA 94702.

The maps can also be obtained at the same address.

For more information, contact Susan Brooks or Susan Shanks, 845-2612.

Caution...

Continued from page 22

- Store important documents in a fireproof box or safety deposit box.
- Purchase renter's or homeowner's insurance.
- Take a Red Cross First Aid and CPR class to be prepared to assist any injured.

The time to prepare for a fire is

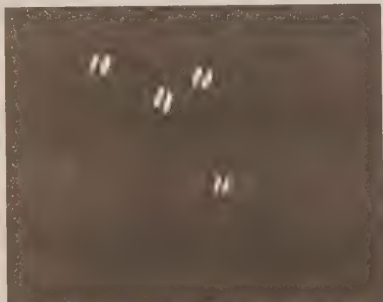
now, before it happens. The need is real; home fires not only destroy property, but cost lives. For more information and free materials, contact your local fire department or Red Cross office.

Classified:
339-8777

Searching for your future home this Sunday?

Check our
Open
Home Guide!

REALTY by TOM HOLSTLAW



Whoops, I forgot the electricity was turned off ... but trust me, the home is perfect for you.

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FEATURED ALAMEDA INVESTMENTS

- *1275 Weber - Gold Coast 3+ BD, 2 1/2 BA + fam rm & workshop \$425,000
- * 918 Walnut - Gorgeous 2 BR, 1 BA, 1 car garage All upgraded \$190,000
- *106 Galway Bay - 3 BD, 3 BA Costa Brava. Shows like a model! \$329,500
- *135 Shephardson - 2 BD, 2 BA, 1 car garage, Pool \$209,000
- *1701 Central #S - Grand Central \$OLD! 3A top floor condo \$129,000
- *955 Shorepoint #114 - "The Shores" 1 BD, 1 BA Excel cond SLASHED TO \$83,000
- *2258 Santa Clara - Principals only, Owner will carry 1st Prof. ofcs. REDUCED \$600,000

For additional information on these or other properties contact

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BR	BA	Life Style	City	Home#
2	1	Great Fix-Up Opportunity - Priced Right!	Alameda	2501
4	2	Tempting Victorian with Accent on Detail	Alameda	2521
3	2.5	Outstanding Neighborhood - Highly Recommended	Alameda	2561
3	1.5	A Favorite For First-Time Buyers - Incl Pool & Clubhouse!	Alameda	2651
2	1.5	Attractively Planned & Pleasingly Priced	Alameda	2661
5	3	Old House Too Small? See This Spacious 5 Bedroom	Alameda	2711
3	2.5	Budget Balancer & Tax Saver - Don't Wait Till '96	Alameda	2751
3	2	1-level Harbor Bay home with your budget in mind	Alameda	2821
2+	2	On the Bay - Outstanding View - One Level - Walk to So Shore	Alameda	2841
3/2	2/1	Great Home Ideally Suited for Children & Pets	Concord	2551
3	1	Rustic Privacy with Hardwood Floors & Large Lot	Oakland	2511
2	1	Charm with Economy - Newly Remodeled	Oakland	2531
3	1	Lap of Luxury for an Affluent Life Style	Oakland	2581
3	2.5	Your Dream Home - Bring the Kids, Safe & Secure	Oakland	2591
4	3	Come up to the Million Dollar View at Terrabella	Oakland	2601
2/1	1/1	More Than a Place to Live - Income Producing Unit As Well	Oakland	2611
3	2	Put Another Log on the Fire & Put Your Feet Up	Oakland	2691
5	4.5	Tranquility Away From The Urban Crush - Perfection Plus	Oakland	2701
3	2	Ageless Beauty with Special Touches & Large Family Room	Oakland	2721
3	1	Dream No More - This is A True Castle in the Sky	Oakland	2761
3	2	Ridgmont Tr-level, Luxury with a View!	Oakland	2771
2+	1	Tudor-style Budget-priced Family Home!	Oakland	2811
4	3	Enjoy An Old Fashioned Christmas in An Almost-New Home	Pleasanton	2731
3	3	Raise Your Standard of Living while Reducing Your Living Costs	San Leandro	2541
3	2	Modern As Tomorrow - Built Last Week - Brand New Home	San Leandro	2571
2	1	Forget Renting - You Can Afford This For Less	San Leandro	2621
3	1	Comfort You Can Afford - Space You Will Love	San Leandro	2631
3	1.5	One-Of-A-Kind With Unique Charm - Owner Says Sell Now!!	San Leandro	2671
3	2.5	Professionals & Executives Will Love The Little Maintenance	San Leandro	2741
4	3	Large Home - Immediate Occupancy - Quiet & Peaceful Cul-de-sac	San Leandro	2781
3	2	On One Level - 6 Years Old Large Yard - Easy Maintenance	San Leandro	2791
3	1	Squeeze Your Dollars - I'm Ready For Immediate Occupancy	San Leandro	2801

To find out how to receive a \$1,000 Buyer's Bonus
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EL CERRITO

WHAT A DEAL / SUPER STARTER!.....
2BR, 1BA, fireplace, 1 car garage, utility room, fresh paint, new kitchen/bath. #W35068 Mike Winter 510-223-0767

SUPER CONVENIENT LOCATION!.....
2BR, 1BA, close to shopping & trans. Remod. bath & kitchen, skylights. Bonus room off gar. #W34709 John Anderson 510-223-0767

EL CERRITO HILLS.....
2BR, 1BA, super clean, new paint in and out. Gleaming hardwood will replace roof! #W35209 Carolyn Dopp 510-223-6700

GREAT STARTER / WON'T LAST!.....
2BR, 1BA home, approx 1,072 sq ft. 1 2 car garage, new roof, great back yard, incredible price! #W34875 Audrey Steiner 510-223-0767

FEAST AT FATAPPLES.....
3BR, 1BA, with huge master suite, remodeled kitchen with oak cabinets, 2-car garage, great neighborhood. #W33974 Geri Stern 510-223-0767

LOVINGLY RESTORED CRAFTSMAN.....
3BR, 2BA, formal dining room, 2 car garage, fireplace, beautiful landscaped yard. #W35106 Magany Abbass 510-233-7329

NEW CONSTRUCTION / CUSTOM HOME
WITH PANO BAY VIEW!.....
5BR, 2.5BA, family room, tri-level, 2 car garage. Huge room in-law potential. #W35034 Dwayne Bartels 510-222-3042

ALBANY

EVERYTHING IS NEW!!.....
3BR, 2.5BA, hardwood floors, tile kitchen, new appliances, great back yard. #W33593 Scott Rebeck 510-262-5585

KENSINGTON

SPECTACULAR S.F. & GOLDEN GATE VIEW IN THE HILLS.....
2 homes on almost 10K sq. ft. lot, 2BR, 1BA, w/1BR, 1BA, covered st., hdwd flrs, hot tub, secluded. #W35258 John Anderson 510-223-0767

RICHMOND ANNEX and VIEW

CUSTOM HOME.....
3BR, 2BA with 2-car garage, 4 years old, dining "L", move-in ready. #W33537 John Anderson 510-237-8842

FORECLOSURE.....
3BR, 2BA, over 1400 sq. ft., plus room. Seller financing available. 10% down! #W34321 Michele Manzone 510-559-9073

SUPER CHARACTER.....
3BR, 3BA with formal dining room, breakfast nook, central air, hdwd floors, huge rooms. #W35129 John Anderson 510-223-0767

REMODELED HOME.....
Move in condition!! 3BR, 2BA over 1300 sq. ft., 2 car garage, basement, new electrical! #W34614 Jack Burns Jr. 707-844-1111

BAY VIEW/CONTEMPORARY.....
3BR, 2BA over 1800 sq ft, 2 car garage, family room, dining room, place, deck and garden. #W35000 Margrith Byer 510-238-0767

401 Help Wanted

SALES PROFESSIONAL
Join a highly respected and professional organization. Must be energetic, excellent communication skills and enjoy community involvement. Earn high commission dollars with benefits. Contact: C. Hooks, Oakland Metropolitan Chamber of Commerce, 475 14th St., Oakland CA 94612.

SALES REP East Bay. Part-time, soap, candles, cards. Service existing and open new accounts. Enthusiasm and car required. Paper Alliance (415)753-1522.

SCOTT'S Seafood hiring banquet waiters. #2 Broadway, Oakland, apply in person 2-4 p.m.

SECRETARY Office Manager for small, congenial Emeryville CPA firm. Clerical, computer skills required. \$15,000-18,000.

TEACHER, warm, fun loving. Growth opportunity teaching children's computer learning classes in Alameda area. 8-15 hours/week. Maximum of 4 students per class. Will train on computers. Bachelor's degree required in early childhood or elementary education. Experience working with young children (3-5 years) needed. Learning Street USA (510)283-4314

TELEMARKETING for office furniture/ supplies store in Berkeley. Full-time, part-time. Call 548-1662

TYPESETTER/GRAPHIC ARTIST
Permanent part-time hours. 16-24 per week, for weekly newspaper group. Some evening work required. Max experience required. Must be available to work other hours as necessary. Fax resume with salary expectations to: Mr. Pesley at (510)339-7302. Please include your phone number, your fax will be answered.

WORD PROCESSING SECRETARY
Immediate opportunity for professional individual with Microsoft Word, WordPerfect or Excel. 50 wpm required as well as good phone skills. Call Monday for an interview. (510)444-0290

CERTIFIED PERSONNEL
Quality Service Since 1993

402 Independent Employment
Advertisers in this classification offer self-employment opportunities. An investment may be required.

\$40,000 YEAR INCOME POTENTIAL
Home typists/PC users. Toll free 800-898-9778, ext. 1-7057 for listings

\$35,000 YEAR INCOME POTENTIAL
Reading books. Toll Free 800-898-9778 extension R-5666 for details

HOME TYPISTS
PC users needed. \$45,000 income potential. Call (800)513-4343 ext. B-22136

REAL ESTATE AGENT in beautiful Claremont office. High commission split. Call Barbara K. 845-0021

3-D TELEVISION! Do you think it would be fun to add to tell TV all Coming soon - Distributors needed. 1-800-222-4560

403 Salon Opportunities
HAIRSTYLIST, air conditioned space for rent in newly designed salon on College Ave. 841-2946

PIEDMONT Ave., private room, established upscale salon, \$575. Also hairstyling station fully equipped, \$300. 943-6637

MAKEUP artist for salon. Send resume to Any Body Salon, 401 Grand Ave., Oakland, 94610

406 Employment Wanted
BERKELEY High Students available for part-time work. Career Center 549-5627

MANAGER, Big-time experience inside sales/estimation, wholesale/retail. Significant experience sales/office production, operating small business, employee supervision. Scrupulous. Have paid dues. Huge dollars less important than quality of opportunity to run shop. Don 510-465-6667

CENTRAL, American refugees seek employment in housecleaning, gardening, childcare, painting, moving. Skilled and reliable. 533-1119

408 Caregiver & Domestic Help Wanted
AU PAIR for senior citizen. Car, references required. Compassionate, understanding. Room/board/salary. Oakland, 272-0733

PART-TIME driver job open for mature, caring person with clean DMV. 652-5102

HOUSEKEEPER/COOK
5 DAY LIVE-IN
PIEDMONT AND BERKELEY
Experience, good work history, references, car, CDL and clean DMV required. Call 261-4663
Family Home Companions.

409 Childcare Wanted
NANNIES
Many jobs, full-time, part-time, live-in, live-out. No fee. Moms Away. 595-9195; 803-1040

NANNY Au Pair needed for 2 girls, live-in. Car available. Karen 708-584-1512/708-850-8147

LOVING caregiver for 2 year old. Tuesday, Wednesday, Thursday, 11:30-3:30 near Montclair. Valid driver's license required. \$6/50 hour. 531-0400

NANNY jobs; Mothers-in-Deed has immediate openings in East Bay. Full-time and part-time. Toll-free. (415)461-7755

CHILD CARE errands. Boy 12 and girl 7. Monday-Friday, 3-7 p.m. Car with insurance required, references, mature, English speaking, non-smoking. \$8/hour. 835-5249

BABYSITTER, after school care. 5 days/week. Two children, 6 and 8. Oakland Hills. References, CDL, experience \$8/hour. 268-8642

BABYSITTER for 2 year old. Occasional evenings as needed, in our Rockridge home. References required. 655-2143

CHILD CARE 2 energetic, adorable preschoolers in Crocker. Monday-Wednesday, Thursday 11:30-5:30. Car, non-smoking, English speaking, references required. Rachel 835-1051

CAREGIVER needed for 9 year old boy, our Rockridge area home. Afternoons Monday-Thursday. Good salary. Must drive. References. 548-7654

CHILD CARE position, my home, 30 hours per week, 16 month old girl. Own car. References 533-4909

410 Shared Childcare
SHARE responsible, loving, experienced babysitter with our 6 month old son. Montclair Hills. 339-3821

411 Childcare - Licensed
CHILD CARE, Skyline area, 21 months up. Out side activities, lunch. Unique environment. Montessoro trained. \$30-68.30 801/206795

412 Babysitting Offered
FORMER childcare director, licensed teacher and experienced mom, would like to provide childcare for 1-3 children in your home, 25-40 hours/week. 524-6350

EXPERIENCED, loving nanny, with 10 month old baby, available. Excellent references. European. Call Anna 415-647-8036

413 Home Health Care Offered
The following people would like to be hired as Home Health Care Providers. If you are looking for a job as a Home Health Care Provider, please see Categories 401 and 408.

413 Home Health Care Offered
ABLE CARE INC.
Personal, quality 24 hour live-in care and companionship for the elderly and handicapped in the comfort and security of your own home. Bonded and insured 510-665-4704

TENDER loving care in my home for your elderly loved ones. Excellent references. Eva 525-9205

EXPERIENCED, licensed elderly care provider available for complete in home health care. Call Nita: 271-0645

A CARING CONNECTION
Bonded, quality home care includes personal care, housekeeping, companionship. Call Karen, 524-8076

MONTCLAIR resident companionship, errands, housekeeping, outings. Available 10-3. Some weekends. State License #0121451. 655-5699

501 Businesses For Sale
BERKELEY high volume, high foot traffic flower shop, Ramax in Motion 510-376-2927

HAIR Salon College Ave. Good price, will carry note, no down to right person. Collect 1-809-495-4947, 9 a.m.-6 p.m.

502 Business Opportunities & Services
Advertisers in this classification offer self-employment opportunities. An investment may be required.

IS YOUR BUSINESS FOR SALE?
Interested in Acquiring Northern California Manufacturing or Distribution business with a potential for growth. The ideal business should require capital, marketing management and a unique product position

If you are interested in selling all or part of your business, please send a brief business description and product brochure to: Box K, 6208 La Salle, Avenue, Oakland, CA 94611

MOTHER EARTH WANTS YOU!
Flight plotting and make money. Full or part-time. 510-527-8872

DISCOVER a promising business opportunity. I rent 900 number lines cheap. Allegro Enterprises 510-869-4143

FOR SALE
W/L pay top dollar for quality furniture, antiques and art. E1 (510)834-2062

602 Appliances
WASHERS and dryers Kenmore/Whirlpool. Reconditioned and rebuilt. Guaranteed 90 days. Delivery available. 544-4419 anytime.

ANTIQUE Wedgewood stove, gas. In working condition \$400 653-4397

WASHER dryer. Full capacity, stackable, excellent condition \$600. 835-3006 or 415-863-0304.

603 Garage & Estate Sales
GARAGE SALE ADS?
See Clip 'n Go on the 1st page of Classified Ads

605 Home Furnishings
15th ANNIVERSARY SPECIAL
Buy 2 or more custom mini-blinds this year and we will clean them free of charge next year. Call Marsh Interiors at 569-7540 for details

MATTRESS Set. Twin, \$69. Full, \$109. Queen, \$159. Sofa-bed, \$299. Sofa with loveseat, \$399. Uniflexbeds, \$229. Chest-dresser, bedroom sets, roll-aways, Simmons, Sealy, Restonic. 444-1990.

SOFA, loveseat, matching chair. Three months old. From condo display. Cost \$1195 sell \$395 886-8127

WOODEN crib, mattress and pad. Meets all safety standards. Like new, \$100. Call 482-9650

DINING room, set-1920's dark wood, table, chairs, buffet and china cabinet. \$950/offer 834-2467

SOFA, 2 chairs, A-1 condition \$395. Beautiful dropleaf table extends 23-93 inches \$495 655-6165

COUCH, excellent condition, nearly new, gray print. \$125. Rack stereo complete system/speakers. \$55. 595-1958

TEN folding chairs. Metal/padded seats. \$100. Lovely small secretary roll top desk \$175 (510)482-4729

LEATHER sofa, chair, ottoman Wing chair, Pecon coffee table, double hide-a-bed, Berber 5'x8' rug 653-1831

PRETTY Brass Day Bed for sale. \$60. Call 531-7260

606 Miscellaneous For Sale
ELEGANT Ladies 14K gold band with 3 large pear cut diamonds, total 3.05 carats. Valued at \$11,000; will sacrifice for \$5,500. Monday through Friday 9 a.m.-5 p.m., ask for Michael Ryan 769-2939

DOZENS of new sinks, medicine cabinets, light fixtures and chandeliers, 75% off retail price. (510)549-1001

MONTCLAIR Swim Club family membership, \$300 (includes \$100 transfer fee) Retail \$550 415-331-8069

PANASONIC Wordprocessor. Purchased 1991, used 7 months. In warehouse storage remainder of time. (510)233-4828

TREADMILL (Vitamaster) with pulse, calorie, time, distance, elevation. Excellent! \$299. Step-ber, like new, \$125. (510)522-0102

GLASS top brass table 4 chairs, \$300. Waveless waterbed, \$400. Negotiable. 486-1332, evenings 4-9

OFFICE desks, file cabinets, long wooden bookcase, water tables. Must sell, make offer. 531-0879

BELLINI baby furniture, top of the line, crib, changing table, bureau, bookcase, rocking chair, handmade quilt, good condition. \$1000 510-428-0236

MONTCLAIR swim club family membership. \$300 (includes \$100 transfer). Retail \$550. 531-9410.

607 Miscellaneous Wanted
WANTED An old toy train Lionel, Marx, American Flyer. Ives. 547-1278

BUYING
Diamonds, gold jewelry, rare coins, etc. Albany Coin Exchange, 1107 Solano Ave., Albany 528-4791

608 Musical Instruments
1893 STEINWAY Grand Piano. Rosewood \$12,500 appraisal or best offer. (510)530-3087

KIMBLE Grand Piano. Good condition. \$3,200. 522-0397

609 Pets - Care & Supplies
SMALL lab training hunter/jumper born in Oakland Hills has still available. 482-5077

SELLING YOUR CAR?
List It In Our Classified Autos For Sale 339-8777

RENTALS
PUBLISHER'S NOTICE
REAL ESTATE OPPORTUNITY

All real estate advertised in this newspaper is subject to Federal Fair Housing Act in 1968 which makes it illegal to advertise "any discrimination based on race, color, religion, sex, national origin, familial composition or marital and physical handicap, or an intention to make such preference, limitation or discrimination."
This newspaper will not knowingly accept any advertisement for real estate which is in violation of the laws. Our readers are hereby informed that all dwellings advertised in this newspaper are available on an equal opportunity basis.
Provided as a service by Hills Newspapers, Inc. and the Oakland Association of REALTORS on behalf of REALTORS who are signatories on the Voluntary Affirmative Marketing Agreement.

701 Lofts & Live-Work Space
\$900 OFF Broadway at 246 30th street. Dramatic live work loft, 850 sq. ft. Appliances, washer/dryer. Available now. 839-8129

ROCKRIDGE College Ave. Ideal live/work, 1000 sq. ft. Old World Charm, renovated. 644-5441

702 Garage & Storage Rentals
GARAGE for storage, 1/2 block off Piedmont Ave. 50 month. 376-8974

704 Housing Wanted
WANTED small apartment or room in Berkeley/Oakland Area. Up to \$300/month. Will work 3-4 nights/week during mid-November to mid-December while working in area. (408)375-2952

706 Sublets & Short-Term Rentals
SHARE home Monterey Market area, small room, washer/dryer, \$400/month. November-May 848-5391.

707 Vacation Rentals Bed & Breakfast
NORTH Tahoe Dollar Point. Four bedrooms, 2 baths home. View, sauna, garages. Holidays. 415-923-4055

THANKSGIVING at Ridge Tahoe, 5 star resort, November 16-24, \$875 \$845-5448.

MAUI \$550. Christmas, December 21-28th. Oceanfront 1 bedroom, sleeps 4. 510-653-1285. 415-923-4055

APTS. - CONDOS - FLATS FOR RENT

709 Alameda
\$460 LAKE area, security building, top floor, carpets, lake utilities, parking available. No pets. 465-2608

\$525/\$595 FURNISHED studio also 1 bedroom unfurnished. Clean, quiet, keycard entrance, classic building, near beach. Most utilities paid. 523-0337.

FURNISHED studio and 1 bedroom apartments. Direct dial phones, cable, HBO, laundry, maid service. Near shops and transportation. Weekly \$210-up. Monthly \$750-up. 523-6633

711 1 BED. APT. RENTALS Alameda
\$550 MOVE-IN Special. Large, sunny, 1 bedroom, A/EK, dishwasher, laundry, parking, pool, storage. 865-9575

\$650 LARGE sunny 1 bedroom, charming security building near Piedmont. Most utilities, laundry/parking available. Excellent SF community. 841-9434

\$655 AND UP, Keyed entry, hardwood floors. Heat included. \$250 security deposit. Possible pet. 373-9457; 946-1147

\$725 GOLD Coast, entire top floor in the trees 1009 Union. Non-smoking. By appointment. 522-0439

712 2 BED. APT. RENTALS Alameda
\$650-\$1025 ONE-2 bedroom Victorian apartments. Many great features, excellent location. Pets negotiable. 769-8068

\$750 MOVE-IN Special. Large, sunny, 2 bedroom, A/EK, dishwasher, laundry, parking, pool, storage. 865-9575

\$750 TWO bedroom, 1 bath spacious upstairs unit, new paint/curtains. Washer/dryer. Call 769-2029 after 12

\$825-\$935 ACROSS from beach, 2 bedrooms, 1 bath. Fireplace, gourmet kitchen, pool, parking, pet-friendly. Ask about move-in specials. 1901 Shoreline Drive 814-8771

\$830 TWO bedroom, 1 1/2 bath. Parking, garden, 1 acre. 3248 Briggs, 415-824-6164.

\$975 LARGE condo, 2 bath, Bay View, fireplace, 2 patios, parking, swimming pool, etc. 865-3991

100's of Homes-Apts
NO FEE
Call 510-865-FREE
Low Fee to Landlords

714 Albany & Kensington
Sunny, well-kept building, laundry, gated entry, near Lake Merritt, 118 Alt 652-8200, ext. 106

\$435 CHARMING 2 room studio, private entry, walk to Piedmont Ave. 4351 Montgomery 547-8045

\$435 STUDIO near Kaiser Hospital. New paint, laundry, utilities paid. 654-9697

\$435 STUDIO near Lake. 311 Lee St. Separate kitchen, new paint. Quiet, clean. 834-2494; 451-1928

\$445 IMPRESSIVE 1920'S
Mediterranean-styled security building. Hardwood floors. Spacious unit features updated kitchen, separate breakfast room. Tastefully refurbished to enhance original charm. Heat, water, garbage included. 510-482-3372; 510-547-4020; 415-459-1307

\$450 GARDEN SETTING
2536 Ivy Dr. Studio in duplex, 1940's charm, top floor, hardwood floors, full tiled kitchen and bath, gas stove, laundry, storage, quiet garden setting. Call 531-6969

\$450 STUDIOS EXCELLENT deal. Includes electricity and gas. Controlled access entry. Near Lake Merritt. 144 Grand Ave. Walk to bus lines. BART and downtown Oakland. 763-5974

\$450 SUNNY, quiet. Walk to Piedmont Ave. Transportation. 654-8928

\$460 BEST STUDIO VALUE
High on hill near Lake Merritt, garage available. CP/S/Select 834-9471.

\$465 CUT your expenses. All utilities, free laundry, parking. Small owner occupied building. Non-smoking. \$34-1100

\$465 STUDIO, hardwood floors, quiet, quaint building. PG&E paid. Affordable move in. 444-4050

716 STUDIO APT. RENTALS Berkeley
\$450 OAKLAND/ Berkeley border. Studio with 1920's charm on Shattuck. Bay windows and large kitchen with dining area. Lots of storage and light. 428-2815

717 1 BED. APT. RENTALS Berkeley
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\$585 ONE bedroom, spacious, hardwood floors, security building, near BART/UCB, garage available, 945-1593, 408-738-4563

\$750 NORTH Berkeley live-in. Hardwoods, laundry, yard, Arch/Virginia. January 1st. #33697-B. Homefinders 549-6450

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718 2 BED. APT. RENTALS Berkeley
\$925 ELMWOOD, large, charming 2 bedroom fireplace, hardwood floors, yard, garage. Lease 526-5025, mornings/evenings.

\$550 NICE 1 bedroom, top floor, AEK, covered parking, great commute location, laundry. 527-2660

\$585 THANKSGIVING SPECIAL
HERE'S SOMETHING TO BE THANKFUL FOR - FURNISHED 1 bedroom community. One bedroom. Clean as a button. FREE Carport parking. Pool. Two blocks from supermarket and drug stores. Walk to BART. No pets. 324-3750

\$595 BEAUTIFUL 1 bedroom, top floor, AEK, great commute location, garage available, laundry. 527-2660

\$595 RICHMOND 2 bedroom, laundry hook-up, garage. Corner of Gavin, 805 Humboldt. 758-3455

\$625 EL SOBRANTE condo; sunset and canyon view, pool, tennis. Apartment: fireplace, hardwood, built-ins, near Richmond BART Weiss Enterprises 234-2933

\$650 RICHMOND Annex large 2 bedroom. Close to El Cerrito City Hall. Quiet street. 235-8889

\$695 REMODELED 1 bedroom duplex with garage. Across from Plaza BART. No pets. 839-4733

\$695 SPACIOUS 2 bedroom in attractive fourplex on quiet El Cerrito street. Laundry, parking 526-3681

\$825 EL CERRITO 2 bedroom, 1 1/2 bath townhome. Yard, storage, sunny, BART, Plaza. 233-0111; 444-7211

721 Emeryville
\$550 ONE bedroom duplex, laundry, shared carport, spring flowers (510)412-3586; (415)681-7599

\$1000 SPACIOUS lot in condo in Emeryville, featuring hardwood floors, outstanding kitchen, 1 1/2 baths, 1800 sq. ft. of spread out space. Great freeway access; security parking, short term West Management 893-9390

723 Oakland & Piedmont
\$500 FREE rent! Utilities. Piedmont. Exchange childcare 2 Asian children 11 and 12, 2 hours daily, 5 evenings monthly. Car, driver's license needed. Non-smoking. 658-4948

\$290 ROCKRIDGE triplex. Stove, refrigerator, carpeting, yard, cat considered. Colby/ 59th 114484-B Homefinders 549-6450

\$345 STUDIO new carpet and paint, blinds, full bath, microwave, laundry. All utilities included. 763-3079

\$735 STUDIO available on 14th Ave., well-managed, close to transportation. Call for details 451-1899

\$395 BRIGHT and cheerful studio in beautiful renovated 1920's building. High ceilings, tile bath, parking and laundry, one block from Lake 763-8552

\$415 SECURITY building. Elevator, laundry, near AC transportation, no pets. 3830 Harrison 655-0128 or 521-6314

282 CLOSE TO LAKE MERRITT
262 Park View Terrace. Studio with compact kitchen. Shared deck, elevator, laundry. Call 465-5065 or 531-6969

\$425-\$475 HUGE studios, hardwood, utilities, dining area, views, laundry. Low Glenview. Pets negotiable. 532-4026

\$425-\$485 MOVE IN BONUS
Sunny, well-kept building, laundry, gated entry, near Lake Merritt, 118 Alt 652-8200, ext. 106

\$435 CHARMING 2 room studio, private entry, walk to Piedmont Ave. 4351 Montgomery 547-8045

\$435 STUDIO near Kaiser Hospital. New paint, laundry, utilities paid. 654-9697

\$435 STUDIO

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c. Agent 526-9661.

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ing on Solano Ave., Berkeley. Call
- \$650. 528-1201.

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re. Renovated. Patio, skylight, handi
525-3637.

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Real Estate - General

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home. Slate entry, marble tile bath
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air. \$217,000. For information call JM
512-266-2000.

000 CHARMING 3 bedroom, 2 bath finished neighborhood. Move-in condition below market. 869-4124.

555.

Orinda & East
WINNING Orinda elegantly styled home located on hill with outstanding view. Delightful office. Completely remodelled, gourmet kitchen, hardwoods, shingle siding. Excellent schools, close to transportation facilities. Call developer direct 436-5759.

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 3 bed, 2 bath on 1/2 acre. \$389,000. 527-1111.

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 at Star 339-0400; 654-4120.

TCLAIR Cozy Retreat! 2+ bedrooms, Level-in. Peaceful, private and charming front yard, deck, huge lot w/

APTS. & CONDOS FOR SALE

Alameda

500 LARGE 1 bedroom condo. New
tile, linoleum, carpet. Freshly painted.
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Lamorinda & East

Oakland & Piedmont

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PROPERTY FOR SALE

862 Berkeley & North

EL CERRITO 4 units. Best buy, immaculate. \$355,000. Red Oak 527-3387, ext. 116, Ferl.

JOE DI MAGGIO
Autographed Baseball

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Licensed contractors are required by state law to list their license number in advertisements. The law also states contractors performing work totaling \$300 or more must be licensed. Advertisements appearing in the following service categories without a license number indicate that the contractor is not licensed. For more information contact: Contractors State License Board for Alameda and Contra Costa Counties: (510) 577-2429

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DOUG'S Carpentry #B523347, General Contractor. Baths, seismic upgrades, in-law space, etc. Oakland 531-6166

906 Carpentry

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Scott's Design Construction

Kitchens, bathrooms, doors, decks, fences, sheetrock, lathe-plaster, sheetrock, painting, local references. Small jobs welcome. Reliable/ conscientious work. Call Scott 845-3120. #F67693.

WINDOWS, DECKS, ETC.

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CARPENTRY- Interiors/ exteriors. Repairs, weather proofing, drainage. Randy Elliott 464-4946.

CABINETMAKER- Custom kitchens, built-in, bookcases, built-ins, Formica counter tops and re-facing of existing cabinets. License #A46488. Everwood 535-1222.

909 Chimneys

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Kensington Garden Party set

Kensington Hilltop Elementary School will be having its annual Fall fundraiser, The Garden Party, at the Unitarian Church in Kensington, on Saturday Nov. 11, at 5:30 pm.

The community is invited to attend. Tickets are \$30 in advance, or \$35 at the door. For tickets call Rochelle Blumenfeld at 231-0638.

The Unitarian Church is transformed for the occasion by parents into a garden setting. Parent volunteers provide appetizers and desserts, and local guest chefs from A La Carte, Cafe Select and the Glenview Cafe will be on hand to prepare more. There will be fine wines, beers, mineral water and an espresso bar during dessert set up by Espresso a la Carte.

There will be live music throughout the evening, starting with a Dixieland band, and then Jean Crooms on the piano throughout the silent auction. Dancing will follow the auction with blues and rock and roll by Cookie and the Blues Daddies.

The big draw each year is the auction. The silent auction runs from 5:30 to 8:30 p.m., and then is fol-

lowed by the live auction. Parents and local merchants have donated a wealth of merchandise and services to the auctions. The crown jewel this year is the week at the Hale Lea Beach House, on the Kona Coast of Hawaii.

There is also a computer graciously donated by Power Computing, several pieces of original artwork, a Bill Graham Presents package that includes a concert, dinner and hotel, a hand made pioneer quilt and pillow, tickets to the Raiders, Warriors and 49ers games, and merchandise, services and gift certificates galore.

The event is organized by the parents of students at Kensington School to raise a large part of the funding necessary to add the programs, services, materials and supplies that the WCCUSD is unable to provide.

These include an excellent science program, Spanish language program, computers and computer assisted reading programs, teacher development, copier and classroom supplies, and ever ready earthquake supplies.

POETRY

Students wrote these poems during workshops with Poet-in-Residence Judith Tannenbaum. This project is funded in part by the California Arts Council, a state agency, and the National Endowment for the Arts, a federal agency. Poetry headline created by Alec Scott, MacGregor High School.

MY FAMILY

My son is like a baby tree that came from my seed. My husband is the sun that feeds his leaves. And I'm the watered soil for his roots.

Nancy Acevedo Buendia
MacGregor High School

Coming from the dark side hidden from the street light a shadow formed in dark ties.

A wasted youth with shattered cries trying to join the world of lies. He tries. He tries. He tries.

Andy Smith
MacGregor High School

I like the silent night because it gives you quiet to sleep. Night gives gifts like helping the flower bloom a little.

Lauren Ford, second grade
MacGregor Primary School

Hawk, hawk in the sky, How do you soar so high? What the hawk says: I'm the smallest airplane.

Brian Lindsay, second grade
MacGregor Primary School

Court manager appointed

Katherine I. Newman has been appointed Trial Court Manager of the Berkeley-Albany Municipal Court.

She will take on her new responsibilities effective Nov. 6.

Newman will assume the top management position in the court from David Coleman, who has retired.

The Trial Court Manager has responsibility for the operations and management of the court.

As part of trial court coordination, the position is now a part of the Superior Court management team.

Newman has been employed by the San Leandro-Hayward Municipal Court since 1977, where she most recently has served as the Assistant Clerk and Court Administrator.

She previously held the positions of Civil Division Chief, Su-

pervising Accountant and Division Chief.

She received her B.A. in Management from San Jose State University in Moraga, and is a Fellow of the Court Administration Program of the Center for State Court Administration.

She received a Fellowship from California State University-Hayward in 1985.

Newman's professional affiliations include the National Association for Court Management, American Bar Association, Administration Division of the California Court Clerks' Association (former president), and the Association of Women.

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FIREWORKS

Poetry Contest — \$24,000 in Prizes

The National Library of Poetry to award 250 total prizes to amateur poets in coming months

Owings Mills, Maryland — The National Library of Poetry has just announced that \$24,000 in prizes will be awarded over the next 12 months in the North American Open Amateur Poetry Contest. The deadline for entry into the contest is November 30, 1995. Another contest begins December 1, 1995. The contest is open to everyone and entry is free.

"We're especially looking for poems from new or unpublished poets," indicated Howard Ely, spokesperson for The National Library of Poetry. "We have a ten year history of awarding large prizes to talented poets who have never before won any type of writing competition."

Poetry Publication

Many published poems will also be considered for inclusion in one of The National Library of Poetry's forthcoming hardbound anthologies. Previous anthologies published by the organization have included *On the Threshold of a Dream*, *Days of Future's Past*, *Of Diamonds and Rust*, and *Moments More to Go*, among others.

"Our anthologies routinely sell out because they are truly enjoyable reading, and they are also a sought-after sourcebook for poetic talent," added Mr. Ely.



The Coming of the Dawn, featured above, is one of the National Library of Poetry's recent deluxe hardbound anthologies.

How To Enter

Anyone may enter the competition simply by sending in ONLY ONE original poem, any subject, any style to:

The National Library of Poetry
11419 Cronridge Drive
PO Box 704-6164
Owings Mills, MD 21117

The poem should be no more than 20 lines, and the poet's name and address must appear on the top of the page. Entries must be postmarked by November 30, 1995. "Each poem received will be acknowledged, usually within seven weeks," indicated Mr. Ely. Every poet who enters will receive an evaluation of their artistry.

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